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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 91

OCTOBER 27, 1934

Number 17

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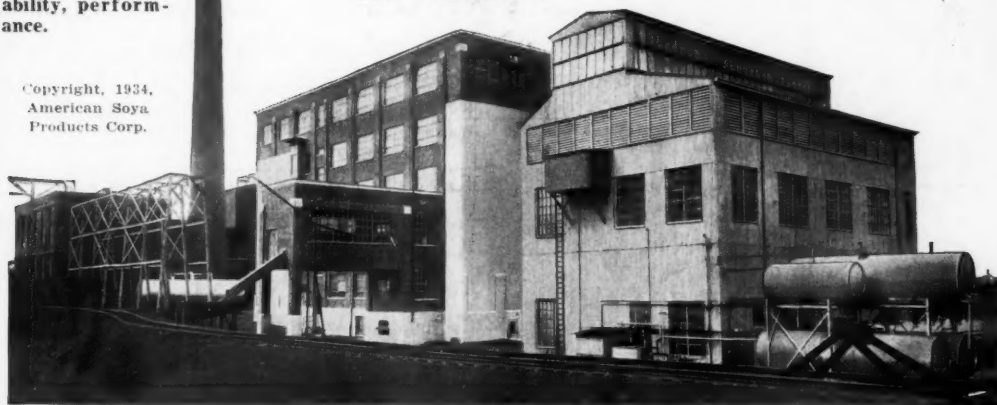
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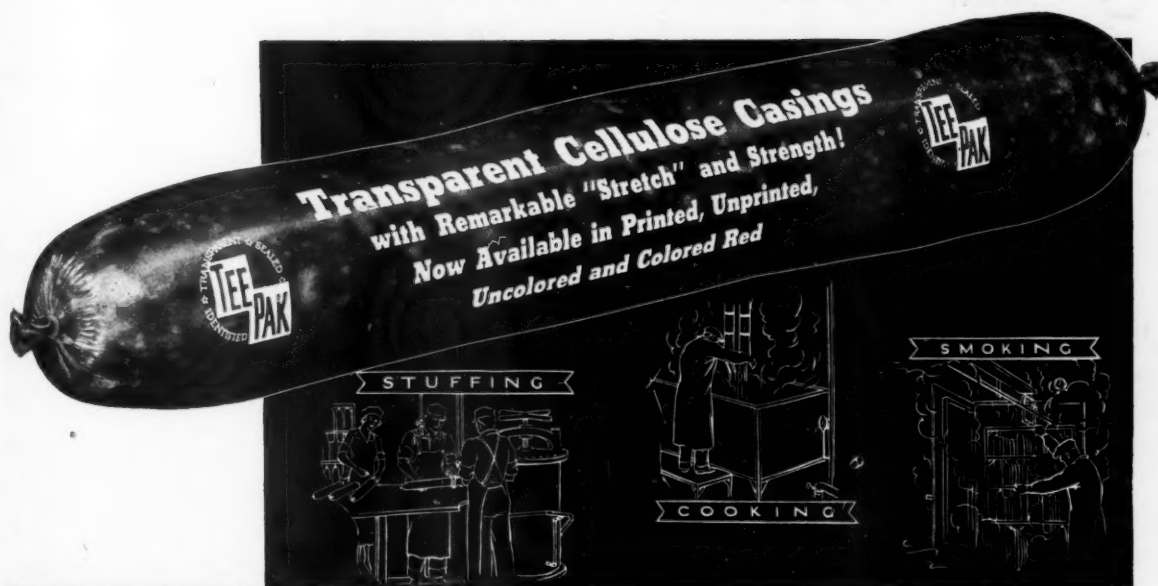
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# The National Provisioner

The Magazine of the  
Meat Packing and Allied Industries

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PAUL I. ALDRICH  
President and Editor

E. O. H. CILLIS  
Vice Pres. and Treasurer

FRANK N. DAVIS  
Vice Pres. and Advertising Mgr.

Executive and Editorial  
Offices

407 South Dearborn Street  
Chicago, Illinois

Eastern Office  
300 Madison Avenue,  
New York, N. Y.

ANDREW H. PHELPS  
Manager

Pacific Coast Office  
1031 So. Broadway,  
Los Angeles, Calif.

NORMAN C. NOURSE  
Manager

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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
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## New Developments in Lard Rendering

*New Drip Process Uses a Double Tank, Low Temperatures and High Vacuum—Renders and Refines in One Operation*

**S**TABILITY in lard is determined, in large measure, by rendering times and temperatures, assuming the raw materials to be fresh and sweet. This has been determined by recent industry research work.

Such an important conclusion—one of many reached on lard and methods of processing lard during the past several years—is of importance to the meat packing industry from two angles.

1—It guides every meat packer, large and small, to production of lard of better quality and a shortening more acceptable to the housewife.

2—It brings the meat industry a step closer to the time when it can successfully inaugurate more efficient lard merchandising methods to combat the competition of hydrogenated oils, increase per capita lard consumption and win back markets lost to other shortenings.

Lard is a superior shortening. It is said to be equaled in this respect by no other

product, and excelled by none as tests indicate.

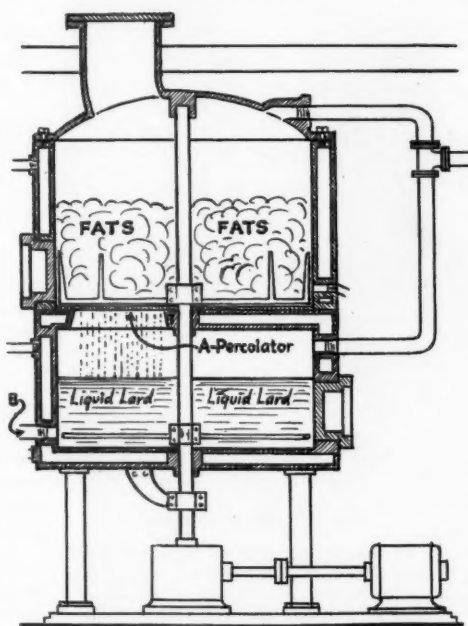
Despite this well-known fact, the packer has seen demand for lard slow up steadily, and its place taken to an alarming degree by other types of shortenings. Loss of export business has been a factor in causing product to back up in coolers, and has made selling problems more complicated and difficult.

For more years than most meat packers care to remember the price of lard seldom has equaled, and rarely has exceeded, the price paid for fats on the hoof.

### Lack of Uniformity a Handicap

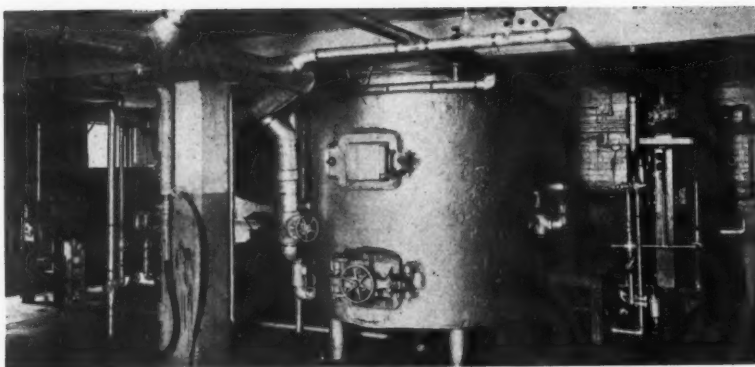
The packer has done too little to offset the growing competition of other types of shortenings. For this he has been somewhat severely criticized. His defense has been that lard from different plants differs too much in quality to make successful any concerted drive to regain lost markets.

There is much merchandising experience to support



HOW DRIP RENDERING IS DONE.

Vertical section of a drip-rendering tank. Tank is steam jacketed, and rendering done under vacuum in upper compartment. As lard is released from fats it drips through perforated plate into lower compartment, where it is refined. Low fatty acid content, absence of flavors and odors, higher smoke point and better stability are claimed under this system. (A=Percolator. B=Draw-off.)



**DRIP RENDERING AT PLANT OF LIMA PACKING CO.**

First rendering tank of this type to be installed. It served as a test installation in the work of developing the process. Chemical tests of lard rendered in this tank are given in the accompanying article.

this view. Housewives undoubtedly have a different attitude toward lard than toward most other products of the meat packing plant. To many of them lard is lard.

Packaging has done much to make the average consumer conscious of lard brands, but too often the product has not lived up to the package.

It is a trait of human nature to be influenced more strongly by the things that displease than those that please. When a housewife buys a pound of lard she naturally expects a product satisfactory in every respect. If she gets such a product she considers it nothing extraordinary.

#### Poor Product Loses Customers.

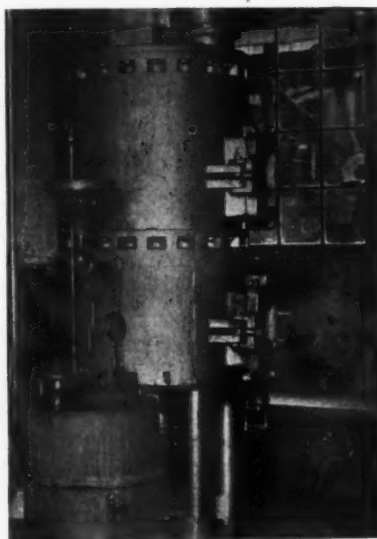
But what happens when a particular brand of lard she buys is unsatisfactory? Does she forget the money she spent for a poor product and hope for better results next time? SHE DOES NOT. She is displeased; and it may not take many unfortunate experiences of this kind to wean her entirely away from the use of lard.

Recovering for lard some of the customers who have gone over to other shortenings, therefore, requires something more than more intensive and better merchandising. Good merchandising, it has been said, starts in production departments. Closely tied up with any policy for increasing the consumption of lard must be uniformly high quality.

Much progress toward the production of better lard has been made but developments have not been confined to discoveries of chemists and research workers. While chemists and research men have been busy with their studies, the equipment manufacturer has not been idle.

One of the new developments in rendering systems was described in the June 23, 1934, issue of THE NATIONAL PROVISIONER. Following closely upon

this has come announcement of a new rendering method on which experimental and development work has been under way for some time. This system differs radically in design and operation from the methods now in use, all of which are good.



**EXPERIMENTAL INSTALLATION.**

Small tank in plant of the French Oil Mill Machinery Co., Piqua, O., with which much of the experimental work on the drip rendering system was done. Fats for tests and experiments were furnished by Val Decker Packing Co., Piqua, O.

Among the results claimed for this new system are the following:

#### New Rendering Method.

- 1—Rendering and refining (neutralizing and decolorizing) and deodorizing in one operation.
- 2—A product entirely free from nitrogenous material.
- 3—Odorless lard without resort to the high temperature, open steam deodorizing systems such as are used in deodorizing vegetable oils.
- 4—Lard unusually low in free fatty

acids, with a correspondingly high smoke point.

5—Product decolorized, deodorized and neutralized without being destabilized.

6—A dry and neutral lard produced at low temperatures by means of high vacuum.

Research has included study of effect of refining agents on lard, and activated carbon has come to be recognized as a better refining agent than fuller's earth. In these drip lard tests the refining agent was Nuchar.

#### Refining Agents in Lard.

Use of this highly absorbent material, either directly in the rendering vessel or in the refining kettle, improves the color, flavor, odor and keeping qualities of lard. Its benefits are naturally limited by deficiencies inherent in rendering and refining methods, particularly in overcoming effects of the nitrogenous material present.

In the drip system little of this nitrogenous material is picked up by the lard during the rendering process, so that the good results attained with activated carbon added to material during rendering should be exceeded in this method in which the carbon has the opportunity to act without the presence of other materials in the lard. The result of chemical tests made on drip rendered lard seem to support this contention.

Lard produced from dry salt and S.P. trimmings and refined with Nuchar added directly to the tank shows an average reduction of 9.5 yellow and 3.8 red and a small reduction in the free fatty acid content. This lard is close to a prime steam color. Results considerably exceeding these are thought to be possible with the use of such activated carbon under the new process.

#### What Is "Drip Rendering?"

For a complete understanding of how these results are obtained in drip rendering a description of the equipment and its operation is necessary.

In this system, known as "drip rendering," the neutral fat, together with much of the water, is separated very quickly from the cellular tissue and other hog carcass parts used in rendering by employing a vertical-type, mechanically agitated cooking vessel.

This contains two compartments, each equipped with an agitator arm operating off a single driving shaft. A section of the floor of the upper compartment of the tank is perforated to allow the liquefied fats to drip into the lower compartment just as soon as they are released from the tissue, etc., by the application of heat. Solid tissue, etc., is retained in the compartment above.



During this separation the liquefied fat drips down into the lower compartment of the rendering vessel, where it comes in contact with sufficient activated carbon and bi-carbonate of soda to effect neutralization of the free fatty acids present in the fat itself, and to improve color, odor and flavor.

#### Renders and Refines in One Operation.

Removal of the lard from the cracklings in this manner prevents absorption of odor, flavor and color from the tissue during the cooking or rendering process. It also reduces the tendency for gelatinous, gluey, or nitrogenous material present in the tissue to go into solution in the lard.

A very high vacuum is employed in the tank, so that the boiling point of the water present is materially reduced. Therefore, the "fried meat" odor and flavor of kettle-rendered lard is not carried into the lard thus produced. In fact, the cracklings themselves are found to be unusually free from any cooked odor.

#### Lard Flavors and Odors.

Lard is notoriously a flavor and odor "grabber," just as is its first cousin, butter. It is easy, therefore, to understand why lard picks up a "prime steam" flavor and odor after cooking for several hours, with tissue, bone, skin, etc., and why it picks up a "kettle rendered" flavor while cooking for hours with meaty tissue, etc.

When the lard has dripped through into the lower compartment, and has been neutralized and decolorized by the sodium bicarbonate and activated carbon, Nuchar, it is heated under vacuum to dry it completely. It is then filtered to remove powdered activated carbon, bi-carbonate of soda, combined with the free fatty acids, and any meaty or other impurities which may have found their way through into the lower compartment.

Packers who have used bi-carbonate of soda in lard rendering and refining will recall that this material did not appreciably reduce the free fatty acids present in the lard. This is quite true when soda is added alone, and dry, and without the powdered activated carbon. However, when soda is added in solution with the proper amount of activated carbon, immediate and complete neutralization is effected.

#### Results of New Method.

Net results of drip rendering and refining operations, as the tests are reported, are:

- 1—To quickly free the lard from the cracklings.
- 2—To immediately thereafter neutralize the free fatty acids and largely remove the color and flavor natural to

under a vacuum and a very low temperature, may be employed in rendering and in drying the lard.

By this method, therefore, it is said to be possible to produce in one vessel and in one simple operation a neutral product which has only to be filtered to be ready for packaging. The result is a pure lard with an exceptionally high smoke point, said to be unsur-



LARD DRIP PLATE.

Interior view of upper (rendering) compartment of a "drip" cooker, showing detachable perforated drip plates through which lard drips into lower compartment during rendering.

the lard itself.

These operations, being conducted passed in this respect even by the best of the vegetable shortenings produced by methods in which partial hydrogenation is used.

#### Nature of Equipment Used.

The drip-rendering lard cooker is made from alloy semi-steel castings and is non-corrosive and rust-resisting. The steam-jacketed side walls are tested under 200 lbs. pressure, and the assembled machine is tested under 200 lbs. internal pressure, providing a good factor of safety and protection against

breakage or leakage of steam and lard in operation.

A cooker of this built-up construction, it is pointed out, may be increased in capacity by adding additional sections. In case replacement of a section is necessary, one section may be removed and replaced without purchasing an entirely new machine. With this construction leaky stay bolts, which allow moisture to pass into the material and weaken the construction, causing corrosion and rusting, are eliminated.

The face of each casting is machine finished, with male and female recessed (Continued on page 22.)

#### PRIZE BEEF IN INDIANA.

Choice steaks and roasts from Indiana's prize-winning beef are now obtainable at many meat markets, hotels, clubs, cafes and restaurants in Indiana.

The beef was raised by Indiana boys and girls of the 4-H clubs, and was exhibited at the Indiana state fair. After ribbons had been awarded to the owners, 229 of the prize-winning yearlings were sold at auction in the coliseum.

The heaviest buyer was Kingan & Co., Indianapolis. Kingan paid premium prices for the beef not only because of its superior qualities, but also as a means of encouraging increased production of high grade cattle on Indiana farms. The company mailed a check, amounting to \$612.50 to young Gilbert Stewart, Greensburg, as payment for a steer he raised which was adjudged grand champion. The price was 50 cents a pound.

The practice of encouraging the activities of the Indiana 4-H clubs was inaugurated by Kingan & Co. several years ago.



KINGAN BUYS 4-H CLUB PRIZE BEEF.

# New Regulations on Hog Processing Taxes To Exempt Farmers

REVISION of federal regulations on hog processing taxes, made necessary by passage of the Flannagan bill at the last session of Congress, will be issued soon. They will probably take effect as of November 1, 1934.

Aim of the Flannagan bill is to exempt the farmer from payment of the processing tax. This puts the responsibility for the tax on the retailer or wholesaler to whom the farmer sells the hogs or pork. Packers continue to pay their tax based on live weight at time of slaughter.

Probable character of the revised regulations is indicated in information furnished by the Institute of American Meat Packers to its members covering the following points:

## New Definition of "First Domestic Processing."

The so-called Flannagan Bill, dated June 29, provides that the Secretary of Agriculture may define "first domestic processing" in the case of hogs as something other than "slaughter" if he so desires. There will be no change in the former definition, however, except as to hogs slaughtered by farmers. In the case of meat packing companies and all other commercial establishments the tax will continue to be assessed on the live weight at the time of slaughter.

When hogs are slaughtered by hog producers or feeders, the tax will be paid by them only in cases where they sell the product direct to consumers. In all other cases the tax will be paid by the first person other than the hog producer or feeder who performs any operation in the handling, processing, or distribution of the product. This means that if any retailer, wholesaler, commission agent, meat packer or other commercial establishment buys any hog carcasses or cuts from a hog producer or feeder, the tax will apply to the performance of any operation by such retailer, wholesaler, agent or packer in preparing or distributing the products.

## Exemption on Condemned Parts.

All commercial establishments will be required to maintain a record of all pork products handled by them, to show whether they are subject to the tax or whether it has already been paid by some prior processor or distributor. Packers and others selling to jobbers, retailers, etc., may be required to include in their invoices a statement certifying that the first domestic processing has been performed by them, or that they have received a certificate to this effect from some prior owner.

Regulations relative to the processing tax exemption on condemned parts will be revised in a number of important particulars, which may be summarized briefly as follows:

(1) The exemption will apply only to condemnations at or immediately following the time of slaughter. There will be no exemption for condemnations during or after any process subsequent to the cutting up of the carcass into primal parts.

(2) The exemption will be limited to condemnations of entire carcasses, primal parts, viscera sets, or individual edible offal items. No allowances will be made for condemnations consisting of trimmings on account of bruises, etc.

(3) Actual weights of parts condemned must be reported in all cases except where entire viscera sets are condemned. In this latter case, processors will be permitted to deduct five per cent of the live weight as representing the estimated finished yield of edible products from the viscera. Weights need not be certified by government in-

spectors, but should be kept in such a manner that their approximate correctness can be checked by reference to the records maintained by the inspectors.

(4) Instead of a single conversion factor of 132 per cent for all parts condemned, individual conversion factors will be used for the various parts. These will be the same as those prescribed in the regular schedule of conversion factors, except that where entire viscera sets are condemned, an average conversion factor of 50 per cent will be made applicable to the estimated edible weight lost.

Rulings on condemned parts for the period from April 1 up to the time the new regulations become effective will apply only to condemnations at or immediately following the time of slaughter, with the 132 per cent conversion factor, and weight of products condemned, it would appear that the new regulations cannot be made retroactive, and that the processor is entitled to a deduction for all edible product actually lost through condemnation, provided the actual weight can be established from the packer's records to the satisfaction of the Bureau of Internal Revenue. Credit will not be allowed for condemnation of inedible items, as the original computation of the conversion factors did not allocate any portion of the tax against such items.

# Federal Relief Slaughter Program Is Approaching Its End

PURCHASES by the Federal Drouth Relief Service of cattle, calves and sheep up to October 12 totaled approximately 9,080,000 head. Of this number 6,575,000 were cattle and calves and 2,505,000 sheep.

Of the cattle and calf purchases, 1,025,000 head were condemned on farms by the federal buying agents; approximately 3,150,000 were processed by packers holding contracts with the FSRC; about 1,200,000 head were processed by packers under contracts with state relief agencies or by plants operated by the relief agencies and about 1,150,000 head remained on pasture in the various states under the control of the state relief agencies.

If the contemplated government purchase program of 7,500,000 head of cattle and calves is carried out, there remained to be purchased after October 12 approximately 900,000 head. This number added to those animals on pasture on that date totals approximately 2,000,000 animals to be disposed of by the federal and state relief agencies.

## Packer and State Operations.

Following is the number of government owned cattle and calves on hand on October 5 in the various states.

The number of cattle and calves killed under state contracts in each of

the various states also is shown below.

## CATTLE PROCESSING OPERATIONS UNDER STATE PROGRAMS.

As of October 4, 1934.

	Cattle and calves disposed of.	Cattle and calves on hand Oct. 4, 1934.
Alabama	18,503	31,546
Arizona	3,171	1,827
Arkansas	20,473	122,350
California	83,522	2,848
Colorado	38,776	40
Connecticut	1,102	1,216
Delaware	26,941	99,799
Florida	5,019	90,466
Georgia	26,700	956
Idaho	1,102	1,216
Illinois	17,244	13,827
Indiana	9,064	5,383
Iowa	22,559	7,481
Kansas	146	60,415
Kentucky	5,854	41,653
Louisiana	484	26,983
Maryland	12,775	13,575
Massachusetts	2,448	1,973
Michigan	6,797	1,332
Minnesota	13,006	43,697
Mississippi	4,091	70,335
Missouri	77,332	3,634
Montana	65,930	10,379
Nebraska	42,826	1,082
Nevada	2,071	1,129
New Hampshire	577	33
New Jersey	9,531	190
New Mexico	7,384	41,454
New York	41,454	98,152
North Carolina	3,321	57,587
North Dakota	22,800	8,338
Ohio	51,706	29,342
Oklahoma	30,223	61
Oregon	6,579	2,719
Pennsylvania	29,226	105,335
Rhode Island	3,218	1,426
South Carolina	120,228	60,412
South Dakota	15,972	53,112
Tennessee	168,315	23,547
Texas	45,963	18,094
Utah	1,649	2,017
Vermont	294	15,436
Virginia	315	6,581
Washington	6,581	2,313
West Virginia	84	
Wisconsin		
Wyoming		

Total ..... 1,087,270 ..... 1,144,953  
Total number condemned and dead, 30,000; to rural rehabilitation, 34,000; to work projects, 110,000 head.

# Window Displays Designed to Sell Meats

*Hygrade Food Products Corp.  
Proves That Good Material Is  
Welcomed and Will Be Used  
In Retail Meat Stores*

IN FEW industries is competition as keen as in meat packing.

There is quality and price competition, competition of the package, competition of service, and competition in window and store display material.

One packer said recently that he had discontinued the policy of furnishing window display material and wall and counter cards for use in retail stores. "Retailers will not use it," he said, "and we figured we might just as well save the money this stuff was costing us."

Certainly the money spent to produce advertising material is wasted if this material is not properly used.

## Displays Can Be Designed to Sell.

This packer, however, missed the point. Store advertising and window display material has its place in the meat advertising scheme. To discontinue its use without more consideration than this packer apparently gave the subject is to place further obstacles in the way of efficient meat merchandising.

What apparently never occurred to prestige for their business.

this packer is that his window and store display advertising material did not measure up to the quality desired by those it was designed to help.

Most retailers receive more of this material than they can use. The snappiest and most attractive gets attention. The rest is consigned to the basement or the back room, and eventually ends up in the furnace or on a bonfire—and the money, time and effort required to produce it is a total loss.

As with wrappers, packages and containers, so with store advertising and window display material. It can be designed to arouse attention and interest, create appetite appeal and influence housewives to purchase the brands advertised.

If it does not do these things it cannot compete with advertising matter that does.

## Retailer Appreciation Proves Value.

Use of store advertising and display material is ample evidence that retailers consider it will draw in worth while profits, and at the same time build up



## RED-HEADED BOY MAKES HIS BOW.

This happy, red-haired youngster is going to become a familiar advertising personality, according to executives of the Hygrade Food Products Corp. He has been used on a new counter display card and is smiling down on passersby from an outdoor billboard at 42nd st. and Broadway, New York City.

But when dealers take the time and trouble to write hundreds of letters to a packer congratulating him on the effectiveness of his store advertising and window display material, and ask for more of the same kind, it would seem that this advertising matter contains business building qualities above the average, and as such is of more than passing interest to all packers.

On July 1, 1934, the Hygrade Food Products Corp., New York City, embarked upon a new advertising and merchandising campaign, designed primarily to help retailers and to build consumer good will and demand for Honey Brand products.

## How Hygrade Turned the Trick.

The first step in this campaign was a colorful three-piece window display—a large center piece, picturing an attractive outdoor picnic scene, a side piece showing a cozy breakfast scene, and another a distinctive buffet supper.

The appeal in all three of these is meat products in their most appetizing form—cooked and ready to eat. Combined with this is the personalized appeal—good-looking people having a good time.

A fourth piece, suitable for use in a window or as a counter card, shows the picture of a red-headed boy eating a "red hot" made of a luscious Hygrade frankfurter.

The three first-named pieces, printed



## SET-UP THAT INCREASED BUSINESS FOR HYGRADE DEALERS.

This window display consists of three pieces—a large, colorful center card and two smaller side cards. Instructions for their effective use were sent out with each display. The aid of all salesmen was used to explain the value of the display and to encourage retailers to use it.

Week ending October 27, 1934

Page 11





#### PROOF OF ABILITY TO ATTRACT AND BUILD VOLUME.

With each display sent to dealers was a return post card on which any comments could be made. Hundreds of cards testifying to the attractiveness of the display and asking for more material of a similar nature were received. A few of these cards returned are shown here.

in three colors, go together as a unit. Across the larger centerpiece is the slogan "The flavor of Hygrade meats wins favor." One of the smaller side pieces shows Honey brand bacon being served with eggs to a newly-wed husband by a charming wife. The other side piece illustrates Hygrade ham being served at a fashionable buffet supper to a company of men and women in evening clothes.

The fourth card, a three dimensional panel affair, shows a happy youngster and bears the legend "You always find Hygrade food products in our home." This good looking lad, executives of the Hygrade Food Products Corp. say, is going to become a familiar Hygrade figure. He is already smiling down happily on busy New Yorkers at 42nd st. and Broadway, where Hygrade has for many years been advertising to the consumer from a large sign board opposite the Rialto theater.

In one of the accompanying illustrations is shown a retail store window in which these four display pieces are used—the large piece in the center and the smaller pieces at the sides. All of these four pieces were sent or given to retailers throughout Hygrade territory. Accompanying every set was a return postcard for any comments or suggestions the dealers might care to make, and an instruction sheet telling them how to use the display material to best advantage.

#### Following Through with Retailers.

The big job was to get as extensive retailer acceptance of this material as possible. To this end the assistance of every Hygrade salesman was secured. They saw to it that the material was not wasted, pointed out to customers the benefits to be secured by display-

## 1933 Meat Census Figures Show Effect of Lower Price Levels

**S**TEADILY declining price levels during 1932 and 1933 are reflected in the value of products of the meat packing industry in the census year 1933, according to the preliminary report of the U. S. Census of Manufactures for the meat industry.

Total volume of business done in 1933 compares favorably with that of 1931, although there was some decline in numbers of cattle, calves and sheep slaughtered, many of which were held back awaiting higher price levels. Hog slaughter in 1933 was slightly higher than in 1931, although the average dressed weight was 2 lbs. less. That for cattle, calves and sheep was higher.

Further reflection of low price levels is to be found in wages paid and in materials purchased. Employment in the industry was higher than in 1933, but wages for the year totaled lower, in keeping with prevailing levels in all industry. [This was before meat industry wage increases went into effect.—Ed.] Volume of materials purchased continued large, but value was well under that of 1931, a reflection of the lower prices of all products

This industry, as defined for census purposes, embraces establishments engaged in wholesale slaughtering and meat packing, including those which slaughter for the retail trade but also wholesale considerable quantities of meat. Abattoirs engaged in custom slaughtering are also included.

Statistics for 1933, with comparative

ing the cards, and checked up to see that the material was used most effectively.

"One of the interesting things about the Hygrade campaign so far," A. S. Firestein, advertising manager of the company said recently, "has been the very enthusiastic reception accorded the first display by the dealers to whom it was sent. Every set had a return post card inclosed for comments the dealers might make. A deluge of replies came in expressing approval, offering suggestions and asking for more advertising like it. The human interest element, particularly, attracted customers.

"Hygrade intends to continue along the line of dealer-help advertising in an earnest endeavor to build up business and prestige for Hygrade dealers. An extensive general advertising campaign has also been mapped out."

figures for earlier years are given in the following tables. All figures for 1933 are preliminary and subject to revision.

TABLE 1.—SUMMARY FOR 1933, 1931 AND 1929.

	1933.	1931.	1929.
No. of establishments	1,073	1,200	1,377
Wage earners (avg. for year) <sup>1</sup>	113,011	108,707	122,505
Wages <sup>2</sup>	\$112,001,632	\$134,529,752	\$165,897,420
Cost of materials, containers, fuel, and purchased electric energy <sup>3</sup>	\$1,199,274,507	\$1,839,259,901	\$2,974,127,757
Value of products <sup>4</sup>	\$1,487,920,253	\$2,180,823,462	\$3,434,654,006
Value added by manufacture <sup>5</sup>	\$288,645,746	\$341,563,561	\$400,530,341

<sup>1</sup>Not including salaried officers and employees. Data for such officers and employees will be included in a later report.

<sup>2</sup>The figure for wage earners is an average of the numbers reported for the several months of the year.

<sup>3</sup>Profits or losses cannot be calculated from census figures, because no data are collected for certain expense items, such as interest, rent, depreciation, taxes, insurance and advertising.

<sup>4</sup>Value of products less cost of materials, containers, fuel, and purchased electric energy.

TABLE 2.—WAGE EARNERS BY QUARTERS 1933 AND 1931.

(The figure given for the final month of each quarter is the total number of wage earners on the pay rolls for the week including the fifteenth day of each month, or for some other representative week in the month.)

Year	Mar.	June	Sept.	Dec.
1933	97,045	100,465	130,698	127,189
1931	105,018	105,059	104,360	111,322

In order to facilitate the preparation of returns by the smaller establishments, an abbreviated schedule was used for canvassing such establishments. This schedule called merely for (Continued on page 18.)



# Depressing Effect on American Business of Too High Foreign Tariffs

By CHARLES E. HERRICK

IT UNDOUBTEDLY is true that high foreign tariffs have had a depressing effect on American business, but it also is true—in the meat industry, at least—that the high tariffs are only part of the story.

In addition to high tariffs, we have been confronted with such difficulties as quotas, exchange restrictions, import turn-over taxes, license system and various and sundry other restrictions.

I regret that I am not in position to discuss this subject from the viewpoint of industry generally, but I am inclined to think that the experience of the meat industry probably will be typical of the experience of other industries. Therefore, I shall outline briefly the trend of our export trade in meat and meat products during recent years.

## Trend of Meat Export Trade.

During the last five years, there has been a decline in the exports of American pork and pork products equivalent roughly to the products of six million hogs, or about one-ninth of the number of hogs on farms in the United States on January 1, 1934, and of the average number on farms on January 1 of the last five years. This sharp decline in our pork exports during the last decade, however, has been paralleled by the number of hogs on farms in this country.

I had better explain at this point, perhaps, that our export trade in meat products is confined largely to pork. Years ago this country was a large exporter of beef, but, since the war we have exported relatively little. Apparently our domestic consumption has been broad enough and large enough to absorb our production.

Ordinarily, about one-tenth of the American farmers' gross income is supplied by hogs. The decline in our exports of pork and pork products unquestionably has meant that every farmer's gross income has been a little smaller than it would have been had the United States been able to maintain the export markets for meat and meat products.

## Effect on Price of Hogs.

The decline in our exports of pork and lard has affected not only the price of hogs, but the price of cattle and sheep as well, because the pressure of heavy supplies of pork on the domestic



## Peek and Herrick Speak

Export executives of Chicago and outlying areas held an all-day conference in Chicago on Wednesday, October 17, under auspices of the Export Managers Club. Cooperating were the Chicago Association of Commerce, Illinois Manufacturers Association and Foreign Credit Division of the Association of Credit Men.

Charles E. Herrick, past president of the Institute of American Meat Packers, long a leader in export matters, addressed the convention and presided at the evening banquet, where George N. Peek, head of the government's export-import bank, was the principal speaker. Another speaker was Claudius T. Murchison, director of the U. S. Bureau of Foreign and Domestic Commerce.

market has lowered pork prices. Low prices of one meat usually bring lower prices to other competing meats.

By lowering the general level of all livestock prices the decline, of course, has affected indirectly the returns to farmers from several of our leading agricultural crops. About 70 per cent of all land under cultivation in the United States produces feed for livestock. More than 80 per cent of the corn and oats crops is marketed by American farmers on the hoof rather than by the bushel.

The combined value of the corn crop and the oats crop represents ordinarily more than one-fourth of the value

of the 75 principal crops produced in the United States, including wheat, cotton, tobacco, potatoes and many others.

Consequently, it can be plainly seen that the decline in our exports of pork and lard affects materially the welfare of a great many people in agriculture and industry.

Our export meat trade has declined because of the efforts that countries which formerly were the leading importers of our meat and meat products have made to put themselves on a self-sustaining basis; because of quota and other restrictions, and in some cases because of apparent discriminations against the importation of American meats.

## Chief Factors in Export Loss.

Specifically, the chief factors which have caused our exports of meat and meat products to drop off are as follows:

1. The application during the last few years of high duties, of quotas, and/or other restrictions to imports of meats by virtually every important country. A startling example of this is the case of Germany, which in the past has purchased from the United States as much as 30,000,000 or 40,000,000 pounds of lard a month, and which now is accepting no lard whatsoever from American shippers.

Another country has applied a quota on imports of ham and bacon which rigidly limits the quantities which can be imported. It is only fair to state, however, that the purpose for which the quota was applied—namely, to improve the market in that country for the benefit of its farmers who produce pigs—is one which will be beneficial to all shippers to that market and that the quantities allotted to United States shippers so far have been entirely fair and undoubtedly will continue to be so.

## More Hogs in Europe.

2. A second reason is the increased production of hogs in certain European countries. Some of these countries are now themselves on an exporting basis and are supplying with pork and lard certain European markets which formerly purchased a larger proportion of American meats and meat products.

The complicated matters of war debts, loans from the United States, and the (Continued on page 34.)

# Practical Points for the Trade

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## Curing Beef Hams

With beef in larger supply than other meats, and in view of the fact that there is a considerable percentage of beef more adaptable for manufacturing purposes, packers are looking about to see what use can be made of the product in addition to selling it fresh. One packer says:

Editor The National Provisioner:

We kill both cattle and hogs, but our hog supply has been less for some time, and we are looking about for additional products to be made from beef. The outlet for some grades of beef is rather dull, and we have thought that we might manufacture dried beef, which we have never done in the past. Will you please tell us how this is done, so we can see whether or not our plant is adaptable to its production?

We see the term "bottom round" referred to and are wondering just what is meant by this.

Answering this packer's last question first, it should be pointed out that the term "bottom round" is not commonly used in the packinghouse. The round is cut into three pieces—the outside, the inside and the knuckle. The outside is the bottom round and is less desirable for making dried beef than the other two cuts. It is sometimes used for corned beef and sometimes used in sausage.

The outside represents about 33 per cent of the round, the inside about 42 per cent, and the knuckle about 25 per cent.

To produce satisfactory beef hams, extra care must be given to the selection or handling and chilling of the cattle from which these cuts are produced.

The dressed cattle must be handled with care in the chill room, and delays between the chill room and cutting floor should be avoided. If the carcasses are allowed to remain in the cooler too long, the meat becomes somewhat aged, which is unsatisfactory for proper cure.

The dressed cattle should be cut in a refrigerated room to obtain the best curing results.

### Curing Beef Hams.

The manufacture of dried beef from either insides, outsides or knuckles must be a very careful and accurate process. It is essential that the finished product have a bright cherry color as well as a smoky flavor and it must not be too salty.

**Temperatures.**—The fresh beef hams should have an inside temperature of 34 degs. and be packed in pickle very carefully. This packing should insure a proper circulation of pickle and at the same time have the product show the best appearance possible when taken out of pickle and smoked.

**Packing.**—Pack the bottom layer of hams perpendicularly in the tierce, with the shank up and the butt end down. All the other layers should be packed in the same way, with the exception of the top layer, which is packed with the butt end up and the shank down. The product should not be jammed into the tierce, as this will interfere with the cure and will also spoil the shape of the meat.

If the hams are cured in vats instead of tierces, the beef hams should be laid flat on the bottom of the vat, with the butt end toward the outside and the shank toward the center. This method of packing is followed until the vat is filled.

Beef hams may also be cured in barrels, packing about 215 lbs. of green meat to the barrel.

After the hams are packed in the curing container, some curers sprinkle them lightly with fine salt.

**Formula.**—The formula for the curing pickle varies in different plants. A good basic formula follows:

For 100 gals. pickle, use 15 lbs. sugar,

6½ lbs. nitrate of soda, and salt to make strength of 78 degs. on salometer at 35 to 38 degs. temperature.

This formula is varied by many packers. Some use more nitrate of soda or saltpeter; others vary the sugar content.

To each 100 lbs. of green meat, use 5 gals. of pickle or more. If the product is packed in tierces, the tierce is headed up when the meat is well covered with the pickle. Where the beef hams are cured in vats, the meat is kept down in the pickle by the use of cross slats fastened inside the vats just below the top edge. These are slipped out when the hams are overhauled.

**Overhauling.**—Overhaul the hams on the 10th, 25th and 40th day after they are put down. If tierces are used, see that they are properly headed up and kept full of pickle. When necessary to add new pickle, be sure this is of the same strength as the pickle originally used on the meat.

Used tierces or other curing containers are best for curing beef hams.

Overhaul tierces by rolling until the meats are moved about in the pickle. If dark spots appear in the meat, they are usually the result of packing too tightly in tierce, barrel or vat, or of using an insufficient amount of pickle. Sometimes they are the result of neglected overhauling, and again, of unsanitary handling.

The time of cure is about 7 days to the pound.

**Soaking.**—After the hams are cured, they are soaked in good pure water at 68 to 72 degs. F. for about 24 hours. It is good practice to overhaul the meat during the soaking period to be sure the results are uniform. A slatted false bottom is often used in the soaking vats, so that the water can be drained out when it becomes too salty and fresh water added. Sometimes the soaking vats are allowed to overflow to remove foam and scum and maintain an agitation in the vat while soaking.

**Drying.**—After soaking, the hams are removed from the water, wiped off and hung on racks to dry thoroughly before being placed in the smokehouse. Either "S" hooks or twine are used for this purpose, being inserted through the shank about 2 in. from the end between the two muscles and just above the knee cap. This will keep the hams from having a long, skinny shank after drying and smoking.

The next step in the manufacture of this product is smoking or the final drying. This will be described in an early issue of THE NATIONAL PROVISIONER.

## What Is Boiled Ham Shrinkage Cost?

Certain costs in making boiled hams vary directly as the value of the product varies.

Chief among these is the cost of shrinkage.

Anyone who figures costs, particularly for the purpose of arriving at selling prices, must keep this factor in mind.

This shrinkage item must be EXPRESSED in cents per pound but must be FIGURED from the value of the raw material used.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of boiled hams. This gives the different percentages of shrinkages and at different value levels. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In larger quantities, please write for prices.

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.  
Please send me reprint on "How to Figure Shrinkage Cost in Making Boiled Hams."

Name .....

Street .....

City .....

Enclosed find a 10c stamp.

## Hungarian Sausage

How is Hungarian paprika sausage made? A sausage manufacturer has a call for this sausage and does not know the formula or how to make the product. He says:

Editor The National Provisioner:

We find we can sell a considerable quantity of a sausage known as "Hungarian Paprika" if we can make it so as to satisfy the trade. Can you give us a formula and manufacturing instructions?

Hungarian paprika is a delicious sausage and will find a good outlet if properly made. It is a fresh sausage and will not keep for a long time, so production should be geared to outlet to avoid holding over product for any length of time.

### Meats:

- 75 lbs. fresh veal free from sinews
- 25 lbs. fresh regular back fat trimmings

Grind the meats through the  $\frac{1}{8}$ -in. plate, put in the mixer and add the following seasoning:

- 2 lbs. salt
- 6 oz. sugar
- 6 oz. white pepper
- 1 lb. of highest grade paprika
- 1 3-lb. can of pimientos
- 1  $\frac{1}{2}$  oz. ground celery
- 1 oz. coriander
- 1 oz. caraway seed

Prepared seasonings are available which may be used instead of mixing these ingredients.

The pimientos, together with the juice in the can, should be chopped to a paste before adding to the meat.

Stuff tight in hog casings, about 6 to the pound. Scald in boiling water about 2 minutes, then hang in the chill room.

## Proper Way to Age Meats

Should carcasses be hung any length of time before they are put in the cooler, to develop flavor in the meat? A packer writes:

Editor The National Provisioner:

Does the hanging of meats for any time before putting in the cooler have anything to do with the flavor or tenderness and if so, what is the best procedure to follow?

It used to be thought that it was an advantage to let carcasses hang for some time before they went into the cooler, at least until the "animal heat" had been removed. Now it is recognized that the carcasses of all classes of animals should be run into the cooler as quickly as possible and be chilled down rapidly. This is the way to avoid sour joints. The quicker the meat is chilled the better.

In the case of beef, if it is desired to develop flavor by ageing before it is used, this can be done either in the cooler or in a special air-conditioned chamber. This practice is common where large quantities of fancy beef are handled for the larger hotels and clubs, and where "aged" beef is in demand.

## Meat Canning Problems

Aid to the meat packer and canning department executive seeking information on meat canning methods and processes.

Inquiries of this nature should be addressed to Canning Editor, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### USE OF STEAM EXHAUST BOX.

Many meat canners use exhaust boxes instead of a vacuum closing machine when canning roast beef. One packer wants to know if these boxes can be used when canning meat without parboiling. He says:

Editor The National Provisioner:

Can I pack raw beef in cans and exhaust them in a steam exhaust box while they are on their way to the capping machine?

An exhaust box may be used when canning beef without parboiling, providing the box is long enough to bring the temperature of the meat at the center of the can to 170 degs. Fahr. when the cans are capped.

Use of an exhaust box when canning raw beef is not recommended. Beef contains from 30 to 40 per cent of moisture. Much of this moisture is released under a high temperature. Additional moisture would be picked up from condensation of steam in the exhaust box. This, added to the moisture already in the meat, would make the canned product entirely too moist.

The best canned beef is obtained by parboiling the meat until it assumes a gray color. Usually the meat is cut into pieces of uniform size before being placed in the parboiling tanks. If it were possible to trim the meat after parboiling, cut it, pack it into cans and cap the cans before the temperature was reduced below 162 degs. Fahr., then exhausting air from the cans would not be necessary. But such fast work usually cannot be done.

Beef stew can be processed without parboiling, all the juices being retained, and the moist condition of the product not being an objection. But canned roast beef (to be sliced after removal from the can) and canned beef stew are two entirely different products.

### LOW GRADE CANNERS.

What outlet is there for canners of the lower grade, produced by small old dairy cattle? A packer says:

Editor The National Provisioner:

We are experiencing some difficulty in moving small, hard-boned cows of the Jersey and Guernsey varieties. Boners do not desire this type of cattle, as they carry too much fat, and they do not have any favor with the retail trade, as they lack conformation and quality. Is there some place that such cows are in demand?

Dressed canners of the grade specified are difficult to move, and there seems to be no demand for them. If the beef from such cattle could be utilized for manufacturing purposes, that is probably the best outlet. The major percentage of low income buyers who might be users of such meat are largely on relief rolls, and are supplied with meat from relief quarters. Also, there is a considerable supply of better grade cattle available for commercial uses at this time, so there is practically no demand for canners of the grade specified.

## Meat Canning Information

Plants of varied capacities are participating in the government canning program, but meat canning requires special room and equipment.

Some equipment may be already available; the rest must be purchased or leased. Plant alterations must be considered. The cost will vary, depending on building alterations needed to meet B. A. I. requirements, and usable equipment already on hand.

THE NATIONAL PROVISIONER published information on canning room layout and equipment and approximate costs for capacities of various sized plants—such as 14,400 cans per day, 28,800 cans per day and 57,600 cans per day—to assist the packer in his canning problems.

Dangers in meat canning without proper equipment and supervision are also outlined.

Subscribers may secure this information by filling out and sending in the following coupon, accompanied by 25c in stamps.

The National Provisioner:  
Old Colony Building, Chicago, Ill.

Please send me the report on "Meat Canning."

Name .....

Street .....

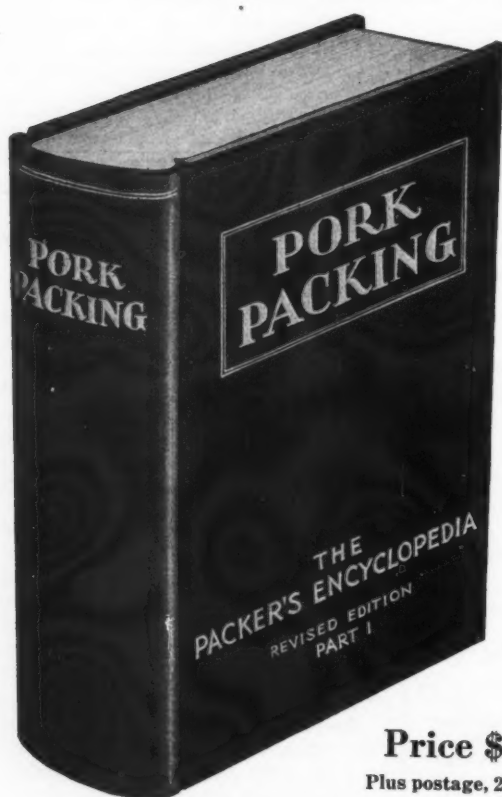
City..... State.....

Enclosed find 25c in stamps.



# Mr. Pork Packer:—

## Ask Yourself These Questions



**Price \$6**

Plus postage, 25c

Bound in flexible leather, \$1 extra.  
Foreign orders \$6.25, U. S. funds

### For the Sausage Maker

Chapter XIV: Stuffing the casings—Handling large sausages—Use of cookers and vats—Avoiding mold and discoloration—Trimming—Curing—Mixing—Chopping and stuffing—Casings—Surface mold—Dry sausage—Sausage cost accounting—Sausage formulas—Manufacturing instructions—Container specifications—Preparing boiled hams—Making baked hams.

*Am I getting the highest possible yields from products?*

*Are all my operations as efficient as they could be?*

♦ ♦ ♦

Utilizing the hog carcass to best advantage is a day-to-day problem. Only by studying markets and checking against tests of the best experience can profitable results be secured in daily plant operation.

This book is designed to show the pork packer how to operate to best advantage. It is a "test book" rather than a "text book." Figuring tests is emphasized and important factors in operation in all departments are discussed. (See chapter headings.)

It is NOT an academic presentation of the routine of pork packing. It IS a practical discussion of best methods for getting results, *backed up by test figures*, which every alert pork packer needs and should have.

### CHAPTER HEADINGS

- |                                      |                                 |
|--------------------------------------|---------------------------------|
| I—Hog Buying                         | XI—Curing Pork Meats            |
| II—Hog Killing                       | XII—Soaking and Smoking Meats   |
| III—Handling Fancy Meats             | XIII—Packing Fancy Meats        |
| IV—Chilling and Refrigeration        | XIV—Sausage and Cooked Meats    |
| V—Pork Cutting                       | XV—Rendering Inedible Products  |
| VI—Pork Trimming                     | XVI—Labor and Cost Distribution |
| VII—Hog Cutting Tests                | XVII—Merchandising              |
| VIII—Making and Converting Pork Cuts |                                 |
| IX—Lard Manufacture                  |                                 |
| X—Provision Trading Rules            |                                 |

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# Refrigeration and Frozen Foods

## QUICK FREEZING IN EUROPE.

Interest in quick freezing continues to be maintained at a high level in European countries, particularly as applied to meat and fish, and numerous reports of new quick-freezing installations continue to appear in the technical and trade press.

Particular attention, it appears, is being given to fish freezing, due to the better condition in which this food product can be landed when processed by this method. One vessel of 10,000 tons capacity to which press references have been made lately has been fitted out as a factory-ship for halibut.

This great vessel was fitted with plant for brine freezing, and it could store at minus 4 degs. Fahr. no less than 4,000 tons of halibut at the rate of 70 tons per day. In May she went as far afield as the Davis Straits, off the coast of Greenland, and in October she returned to Hull as a floating cold store, discharging her fish according to the needs of the market.

In addition to her main task of brine freezing and storing halibut, this ship froze and salted a certain amount of cod, manufactured cod liver oil, and froze and stored the halibut livers which yielded oil far richer medicinally than that of the cod, but which demanded a different process of extraction and one not so suitable for operation at sea. It was worthy of note that there were now several other factory ships at work on similar principles.

A very common and efficient method of freezing fish is by immersion in cooled brine. The fish are rinsed by sea water, filled in wire baskets and immersed in the freezing tank till completely frozen. The baskets are then lifted out and lowered into a tank with fresh water. This serves two purposes.

First, the fish become cleansed from impurities, and,

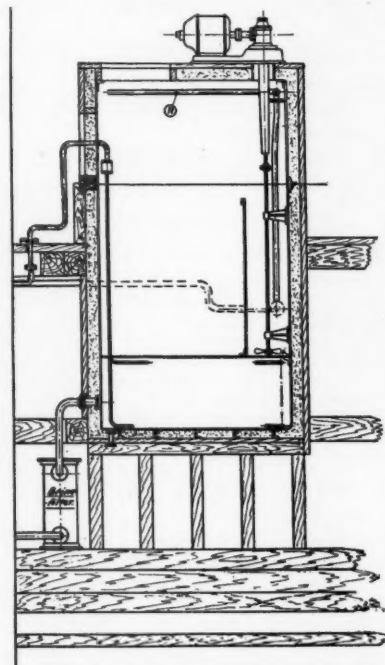
Secondly, the fish are glazed by being covered with a thin layer of fresh water-ice freezing on the surface of the fish, totally enveloping it and protecting it against the outside air and bacteria. It is of importance to keep the ice layer undamaged.

For reducing the consumption of fresh water, the fish may be cleansed in a spray of sea water before being immersed in the glazing tank.

The hold for frozen fish may be divided in bins in which the fish are stacked, thereby being kept from moving against each other and becoming damaged. Salmon and halibut are often wrapped individually in parchment or

waxed paper before being stored in the hold.

The illustration shows the brine tank of a medium-sized fish freezing plant installed in a fishing steamer operating from the northern coasts of Norway. In the bottom of the brine tank is a nest of evaporating coils for cooling the brine. By means of a propeller agitator, with vertical shaft and gear driven from an electrical motor, the brine is circulated in the tank and over the fish, which are placed in the middle part of the tank. Larger fish, e.g., big halibut, are hung individually by a strap around the tail and with a



BRINE TANK FOR FREEZING FISH.

weight fastened to the head for keeping the fish down. The freezing time may vary from about one hour to several hours, depending upon the size of the fish.

The upper part of the tank serves the purpose of freezing small fish, as herrings or bait. These are brought into the tank in boxes which are placed on grids above the brine level. From the spray type (A) brine is sprayed over the boxes and returns to the lower part of the tank for being recirculated. This process continues until the fish are completely frozen and may be brought into the freezing hold.

How about spacing hogs in the cooler? Have your men read chapter 4 of "PORK PACKING." The National Provisioner's latest book?

## COLORS AND TEMPERATURE.

Recently several meat packer truck fleet operators have requested information regarding the effect of color on the temperature within a truck body. The question as asked is:

"How many degrees cooler would the inside of any given truck body be, if the outside of the body and the roof were painted white or aluminum, instead black or other dark colors?"

Here's the condensed answer by experts in the du Pont laboratories. Tests indicate that, in general, white produces a temperature which is about 8 degs. Fahr. lower than that produced by black or any dark-colored finish. Incidentally, other light colors, such as aluminum, yellow, etc., are practically as effective as white in this respect. These tests were conducted in the open, and since the average truck body is closed and receives little ventilation, it is safe to conclude that the use of white or light-colored finishes on commercial vehicles will result in Fahrenheit temperatures (inside the body) nearly 10 degs. lower than when black or dark colors are used.

## SAFETY COUNCIL COMMITTEE.

Executive committee members of the refrigeration section of the National Safety Council for the coming year have been announced as follows: General chairman, Carl C. Clements, National Dairy Products Corp., New York City; vice chairman, T. A. Adams, Union Terminal Cold Storage Co., New York City; vice chairman, A. W. Oakley, Merchants Refrigerating Co., New York City; secretary, Edward H. Fox, Ice and Refrigeration. Chicago; news letter editor, W. O. Ham, Southern Ice & Utilities Co., Dallas, Tex.; engineering committee chairman, Emerson A. Brandt, National Association of Ice Industries, Chicago; membership committee chairman, L. T. McArthur, Peoria Service Co., Peoria, Ill.; poster committee chairman, Hurley G. Hust, City Ice Co., Kansas City, Mo.; publicity committee chairman, K. D. Knoblack, Federal Public Service Corp., Chicago; statistics committee chairman, Herman Hillenbach, Knickerbocker Ice Co., New York City.

Members at large are: G. D. Allman, United States Cold Storage Co., Chicago; A. J. Authenrieth, consulting engineer; C. A. Bowen, Cutler Ice Co., Binghamton, N. Y.; George B. Bright, George B. Bright Co., Detroit, Mich.; G. H. Genger, City Ice & Fuel Co., Cleveland, O.; E. G. Hitt, American Associated Mutual Insurance Co., Atlanta, Ga.; Guy W. Jacobs, Steubenville Ice Co., Steubenville, O.; N. A. Kallins, C. Hoffberger Co., Baltimore, Md.; H. L. Lincoln, Union Ice Co., San Francisco, Calif.; J. F. Nickerson, American Institute of Refrigeration, Chicago; W. M. O'Keefe, American Warehousemen's Assn., Chicago; Gard-

ner Poole, American Institute of Refrigeration, Boston, Mass.; W. H. Senyard, Louisiana Power & Light Co., New Orleans, La.; Harold M. Toombs, Armour and Co., Chicago.

### REFRIGERATION NOTES.

The Loblaw Groceries Co., Ltd., Toronto, Canada, is planning to spend \$375,000 on the expansion of its present facilities in the Dominion. Most of the appropriation will go into a cold storage plant which will be erected adjacent to the main warehouse here.

Feldman Brothers, Laurel st., Elizabeth, N. J., plan an abattoir and coolers, at Linden, N. J., to cost about \$60,000.

Insel & Insel, Inc., 225 Pacific st., Newark, N. J., will erect a meat storage cooler addition to cost about \$7,000.

P. J. Cleary and others plan to erect a cold storage and creamery plant at 195 Scott st., Buffalo, N. Y., to cost about \$70,000.

Dan Steuernagle has installed a 13-ton refrigerating machine in his packing plant at San Antonio, Texas.

### 1933 MEAT CENSUS.

(Continued from page 12.)

data on employees and their compensation, cost of materials, fuel, etc., and total value of products.

As it did not provide for any detailed data on kinds and quantities of products, it has been necessary to include the total "value of products," \$66,585,047, reported on the abbreviated schedule in the item of "Undistributed products." This amount is equal to only 4.5 per cent of the total value of all products of the industry, but for certain individual products the corresponding percentages are somewhat larger. For this reason the detailed 1933 figures given in this table are not strictly comparable with those for 1931.

TABLE 3—PACKINGHOUSE PRODUCTS.

Kind	1933.	1931.
Aggregate value	\$1,487,920,253	\$2,180,823,402
<b>FRESH MEAT:</b>		
Total value	\$720,280,655	\$1,177,079,631
<b>Beef:</b>		
Pounds	4,372,316,541	4,552,908,215
Value	\$343,163,937	\$543,565,003
<b>Veal:</b>		
Pounds	496,886,138	530,366,341
Value	\$40,811,003	\$67,648,977
<b>Mutton and lamb:</b>		
Pounds	715,910,072	771,577,635
Value	\$81,799,672	\$116,746,700
<b>Pork:</b>		
Pounds	3,227,170,235	3,467,078,351
Value	\$225,284,635	\$403,900,555
<b>Edible organs, tripe, etc.,</b>		
Pounds	492,352,871	537,446,840
Value	\$28,973,358	\$43,601,317
<b>Other fresh meats:</b>		
Pounds	12,796,101	29,275,689
Value	\$548,060	\$1,617,979
<b>CURED MEATS:</b>		
Total value	\$293,679,481	\$461,020,719
<b>Beef, pickled and other cured:</b>		
Pounds	53,557,767	71,346,018
Value	\$7,316,309	\$13,235,397
<b>Pork, pickled and dry-cured, smoked:</b>		
Pounds	1,194,447,228	1,205,587,703
Value	\$131,446,810	\$209,036,307
<b>Pork, dry-salted, smoked:</b>		
Pounds	91,134,064	114,077,175
Value	\$9,710,873	\$17,864,498
<b>Pork, pickled and dry-cured, not smoked:</b>		
Pounds	963,787,010	1,001,090,715
Value	\$83,637,237	\$122,150,635

<b>Pork, dry-salted, not smoked:</b>		
Pounds	606,249,374	703,172,419
Value	\$34,964,242	\$61,402,349
<b>Cooked hams:</b>		
Pounds	141,786,471	136,636,054
Value	\$26,584,010	\$37,251,533
<b>CANNED MEAT, except sausage:</b>		
Pounds	137,289,928	91,407,854
Value	\$18,909,421	\$21,170,688
<b>CANNED SAUSAGE:</b>		
Pounds	12,336,490	13,454,732
Value	\$1,708,613	\$2,449,914
<b>SAUSAGE (not canned), meat-puddings, head-cheese, etc.:</b>		
Pounds	702,944,789	705,204,163
Value	\$61,812,686	\$125,320,049
<b>SAUSAGE CASINGS:</b>		
Total value	\$12,253,002	\$8,966,777
<b>Beef casings:</b>		
Pounds	34,080,118	24,992,413
Value	\$4,265,399	\$2,675,683
<b>Sheep and lamb casings:</b>		
Pounds	9,165,009	10,131,566
Value	\$1,915,569	\$1,896,838
<b>Hog casings:</b>		
Pounds	47,615,321	35,822,739
Value	\$6,072,034	\$4,394,256
<b>LARD:</b>		
Pounds	1,870,585,162	1,749,797,084
Value	\$102,351,805	\$149,491,933
<b>OLEO OIL:</b>		
Pounds	59,136,481	80,420,523
Value	\$2,910,804	\$4,676,954
<b>OLEO STOCK:</b>		
Pounds	18,399,864	18,771,421
Value	\$758,702	\$1,012,910
<b>STEARINE:</b>		
(oleo and other):		
Pounds	30,126,940	28,247,748
Value	\$1,370,755	\$1,851,606
<b>FERTILIZER MATERIALS:</b>		
Tons	88,624	114,924
Value	\$1,934,492	\$2,882,715
<b>HIDES, SKINS, AND PELTS (not including sheep and lamb skins):</b>		
Total value	\$54,303,318	\$63,946,405
<b>Cattle hides, cured:</b>		
Number	8,196,792	8,527,318
Pounds	484,795,952	456,125,293
Value	\$33,076,973	\$34,764,546
<b>Cattle hides, uncured:</b>		
Number	851,983	1,003,923
Pounds	46,374,208	56,474,334
Value	\$2,895,773	\$2,923,781
<b>Calf skins, cured:</b>		
Number	3,347,296	3,691,091
Pounds	39,394,913	46,027,095
Value	\$5,138,282	\$5,471,533
<b>Calf skins, uncured:</b>		
Number	1,164,918	1,792,827
Pounds	13,292,409	21,278,283
Value	\$1,339,475	\$2,221,541
<b>Sheep and lamb pelts, cured:</b>		
Number	11,423,643	11,992,696
Value	\$9,458,415	\$6,630,434
<b>Sheep and lamb pelts, uncured:</b>		
Number	2,974,780	2,896,424
Value	\$2,347,405	\$1,760,068
<b>Other hides and skins, cured and uncured:</b>		
Number	83,195	180,067
Value	\$46,995	\$174,482
<b>PICKLED SHEEP AND LAMB SKINS:</b>		
Number	11,848,883	9,946,710
Pounds	27,918,405	23,371,139
Value	\$2,051,762	\$1,901,869
<b>WOOL:</b>		
Pounds	49,425,021	43,929,748
Value	\$15,052,632	\$12,546,581
<b>HAIR, hog and other:</b>		
Pounds	11,027,463	15,639,233
Value	\$372,474	\$516,367
<b>Miscellaneous products, value</b>	\$93,672,929	\$154,177,584
<b>Undistributed products, value</b>	\$481,598,250	\$1,801,760
<b>Amount received for custom and contract work</b>	\$2,217,472	\$1,801,760

<sup>1</sup>Produced in meat packing industry only. In addition, cooked hams are produced to some extent in the "Food Preparations Not Elsewhere Classified" industry, but their value is not separately reported.

<sup>2</sup>Made in meat packing industry only. In addition, sausage to the value of \$99,905,153 and sausage casings to the value of \$4,538,176 were made in 1933 by establishments in other industries, principally sausage, meat puddings, head-

cheese, etc., and sausage casings, not made in meat-packing establishments. Corresponding figures for 1933 are not available, but the total value of sausage, sausage casings and other products reported by other establishments in the "Sausage, meat puddings," etc., industry for 1933 is \$86,025,154.

<sup>3</sup>Products other than those shown separately in this table.

<sup>4</sup>Of this amount, \$66,585,047 represents the value of products reported on the abbreviated schedule. See headnote.

The numbers of cattle hides given in Table 3 include data for hides received by custom slaughterers in exchange for work performed and therefore differ from the numbers of beeves slaughtered, as shown in table 4, which do not include the numbers of animals slaughtered on a custom basis.

In the case of calfskins, the difference is due to the fact that in some instances skins are sold with the carcasses when they are intended for shipment. The difference in regard to pelts results from the inclusion of sheep and lamb skins among the products of some establishments. The numbers of pickled sheep and lamb skins reported include some which were purchased green and cured.

TABLE 4.—ANIMALS SLAUGHTERED

By Meat Packing Establishments for Own Account. Number and Weight, by Kind: 1933 and 1931.

Kind.	1933.	1931.
<b>CATTLE:</b>		
Number	8,978,199	9,398,370
Weight on hoof	8,507,018,576	8,785,351,590
Weight dressed <sup>1</sup>	4,662,463,746	4,788,553,590
Avg. weight on hoof.	948	944
Avg. weight dressed.	519	514
<b>CALVES:</b>		
Number	5,086,710	5,560,515
Weight on hoof	887,398,501	948,490,501
Weight dressed <sup>1</sup>	546,328,071	562,137,176
Avg. weight on hoof.	174	172
Avg. weight dressed.	107	102
<b>SHEEP AND LAMBS:</b>		
Number	18,675,071	20,446,067
Weight on hoof	1,530,515,949	1,644,215,084
Weight dressed <sup>1</sup>	724,419,451	778,538,735
Avg. weight on hoof.	82	80
Avg. weight dressed.	39	38
<b>HOGS:</b>		
Number	50,241,151	49,425,677
Weight on hoof	11,474,773,964	11,317,684,799
Weight dressed <sup>1</sup>	8,389,864,539	8,365,308,835
Avg. weight on hoof.	228	229
Avg. weight dressed.	167	169
<b>OTHER ANIMALS:</b>		
Number	15,556	35,274
Weight on hoof	11,422,125	31,916,799
Weight dressed <sup>1</sup>	5,687,296	15,953,599

<sup>1</sup>Not including weight of edible organs.

### BUY PACIFIC PRIZE STOCK.

Packers were active buyers of the prize fat stock exhibited at the Pacific International Livestock Exposition, held at Portland, Ore., recently. The Nebegall Packing Co., Albany, Ore., bought the grand champion steer, paying 40c per lb. This steer, a Hereford, weighed 840 lbs. on the hoof and brought a total of \$336.00. The reserve champion, a junior yearling Angus, was bought by Swift & Company for 14c per pound. Breed champions brought 10c and 7½c per pound.

In the sheep classes the grand champion fat lamb of the show was sold for \$1.00 per pound, bringing \$112.00. The reserve champion sold to Swift & Company at 30c per pound, and the first prize cross bred to the same packer for 11c. H. D. Harms & Son of Canby bought the first prize fat sheep at 11c per pound.

Swift & Company also bought the grand champion fat hog of the show, a Chester White, paying 8½c per pound.

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# A Page for Purchasing Departments

## SLICING BACON AND DRIED BEEF.

One of the questions most frequently asked by packers who visit the Armour and Wilson exhibits at A Century of Progress is the capacity of the dried beef and bacon slicing and packing "lines" installed.

At the Armour exhibit, dried beef is sliced and packed in glass jars in a glass-enclosed, air-conditioned room. Slicing is done with an Allbright-Nell No. 570 slicer. This operates usually at a speed of about 300 revolutions per minute, although it is capable of being operated at a speed of about 500 revolutions per minute. The weight of sliced beef produced at either of these speeds depends, of course, on the sizes of the pieces of dried beef being sliced.

The dried beef is carried from the slicer to the packers on an endless stainless steel belt. This also is being operated much below capacity, the

cure high production. As many as 8,000 lbs. of bacon have been sliced, wrapped and packaged in this room in a day. Just how much this production could be increased is not known no tests having been made, but it is thought production could be approximately doubled.

## ACCURACY IN HEAVY SCALES.

Accuracy in scales to a degree higher than anything previously recorded has been obtained by the Toledo Scale Co., according to an announcement. Retooling has been responsible for precision to within a half-millionth of an inch. Applied in weighing, this accuracy means that while the scale platform travels two-thousandths of an inch, or two-thirds the thickness of a human hair, the indicator hand moves 5 ft., or 30,000 times as far. Translating this to common terms, if the platform could move an inch when the weight was placed on it, the indicator would travel a half mile.

This makes possible precision finer than government tolerances and a new high mark in quantity production. All parts used are interchangeable and are sturdy under heavy usage, as in shipping departments.

## YORK ACQUIRES FLAKICE.

York Ice Machinery Corp., York, Pa., has acquired exclusive rights for the manufacture and distribution of mechanical equipment for the production of ice in ribbon form, an announcement by the company states. The York company rights cover production and distribution of this equipment for industrial purposes.

The ice is produced by a patented process of mechanical freezing, being formed on the outer surface of a slowly revolving metal cylinder and peeled off in ribbons. It is marketed under the trade name of FlakIce Frozen Water Ribbons. The "ribbon" ice is designed to take the place of crushed ice or ice cubes. Its action is said to be quicker than that of ice in any other form.

## TEXAS OFFICE FOR CRESCENT.

Crescent Manufacturing Co., Seattle, Wash., manufacturers of Mapleine, announces the opening of a south central division office at Dallas, Texas. C. Paul Bates is to be the manager.

## New Trade Literature

Brief reviews of advertising literature of interest to operating and merchandising executives in the meat packing and allied industries. Copies of the publications mentioned here may be obtained by addressing those issuing them, or THE NATIONAL PROVISIONER, 407 S. Dearborn st., Chicago Ill.

**Modern Meat Canning Equipment.** J. W. Hubbard Co., 718-732 W. 50th st., Chicago.—The equipment illustrated and described in this pamphlet is particularly adapted to present day requirements for canning of meats for national and state relief associations. The equipment illustrated covers a rotary meat cutter, parboiling tank, meat grinder, cutting, trimming and sorting tables, souping, scaling and packing tables, horizontal retort and retort truck. There is a typical meat canning layout shown for a capacity of about 4,000 cans per hour.

**Enduro—18-8.** Republic Steel Corporation, Massillon, O.—This 16-page brochure contains data on Enduro 18-8 stainless steel as well as several of the more important variations which make up the Enduro 18-8 series of types. Authentic metallurgical and fabrication data is given. An important feature of the booklet is a table of laboratory corrosion data listing the degree of corrosion-resistance of Enduro stainless steel to each of more than three hundred chemical reagents, solutions and products under varying conditions of temperature and concentration.

**Wyandotte Calcium Chloride for Safe Refrigeration.** Michigan Alkali Co., Wyandotte, Michigan.—This is a 48-page booklet giving the characteristics and various uses of calcium chloride, a refrigeration brine medium. It may be used for operating a cold storage warehouse, ice manufacturing plant, creamery or skating rink. The booklet goes thoroughly into the preparation, methods of use and properties of calcium chloride with several tables containing information of interest to the refrigerating engineer.

**Hays Double Seals.** Hays Mfg. Co., Erie, Pa.—This pamphlet illustrates all the Hays Double Seal Connections. It also gives information relative to the tests conducted at the Underwriters' Laboratories and Columbia University, also the approval given by the Underwriters' Laboratories for use with city gases and petroleum products.

**A Sign and Display for Every Dealer Need.** Neon Products, Inc., Lima, Ohio.—This catalogue covers the complete line of Neon signs for use by wholesalers in identifying their products and dealers. The catalogue is well illustrated in several colors showing examples of signs and merchandise displays.

**Worthington Diesel Engines.** Worthington Horizontal Duplex Piston Pumps. Worthington Centrifugal Pumps. Worthington Pump and Machinery Corp'n., Harrison, N. J.—A series of pamphlets describing and illustrating the various lines of equipment put out by this company and giving the sizes and capacities.



SLICES THICK OR THIN, FAST OR SLOW.

This slicer in the Armour exhibit at A Century of Progress normally is operated to produce 300 slices of dried beef per minute. Its capacity, however, is much greater than this, it being capable of producing as many as 500 slices per minute.

A similar machine is used in the Wilson exhibit, where operating at reduced speed, it has sliced as much as 8,000 lbs. of bacon a day.

equipment being installed for educational and interest-creating purposes rather than to secure high production. The slicer and belt are capable of handling at least twice as much dried beef as is being produced in the exhibit.

A slicer similar to that in operation in the Armour exhibit is also used to slice bacon in the Wilson display. A large circular table receives the sliced bacon from the slicer conveyor. The scalers take the bacon from this round table, weigh it, and place it upon the stainless steel belt which travels in front of two rows of girls, who wrap and pack it ready for sale.

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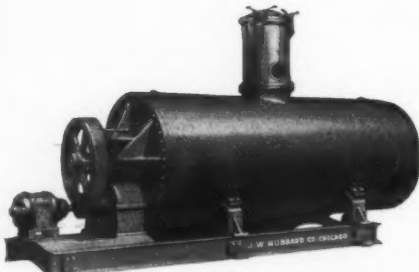
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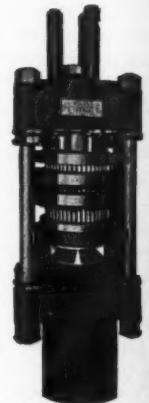
# DO YOU REMEMBER?



The VELVET DRIVE Dry Rendering Cooker.

We said: "Substantial improvements can be made in packing house machinery"

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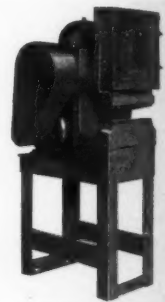


The VELVET DRIVE Automatic Press.

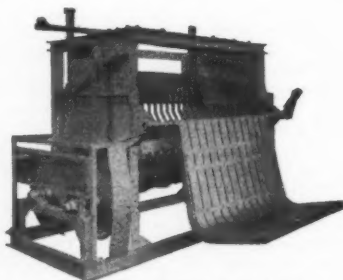


VELVET DRIVE Moving Top Tables and Cutting Room Equipment.

Well!—here are shown a few proofs that substantial improvements have been made. More are shown in our new catalog pages—and still more are in the making.



VELVET DRIVE Hoof Puller



VELVET DRIVE Dehairing Machine.

While waiting for completion of our new, original VELVET DRIVE catalog, remember, you can get almost anything you desire in this greatly improved VELVET DRIVE line of equipment. Send in your inquiries and orders.



VELVET DRIVE Hog Casing Cleaning Machine.

## J. W. HUBBARD CO.

Manufacturers of Complete Equipment for Packing Plants

718-732 West 50th Street

Chicago, Illinois

WHEN YOU THINK OF EQUIPMENT THINK OF HUBBARD

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# Provision and Lard Markets

## WEEKLY REVIEW

**Trade Fairly Active—Market Rather Steady—Hogs Irregular—Run Liberal—Good Many Light Weights—Cash Trade Fairly Good—Germany Reduces Lard Duty.**

Market for hog products backed and filled the past week, with hogs and grain, but moved over a narrow range on the whole. This was particularly true of lard. While speculative liquidation was apparent at times this week, due to a comparatively liberal hog run, the market met rather constant absorption from packinghouse interests. These absorbed the surplus in the pit and helped to maintain price levels.

Fresh hedging pressure was moderate. This was due to the fact that cash lard demand was satisfactory on the whole. Cash meat trade was reported fair. The weather over the country was comparatively mild, however, and continued to keep down meat consumption to some extent.

Reports indicated that demand for lard was taking care of the present make. The result was that the statistical position continues to improve. While hog receipts were comparatively liberal, this situation was offset by the fact that a good many underweight and unfinished hogs continued in the daily arrivals.

### German Lard Import Duty Cut.

The cut in the German import duty on lard attracted quite a little attention. Reports from that country indicated that, due to inability to increase production despite the German self sufficiency campaign, the government ordered the import duty on lard cut from 100 marks per 224 lbs. to 40 marks.

As most of the lard imported by Germany is purchased from the United States, this development was looked upon as bullish. For the time being the effect has been negligible, due to a belief on this side that Germany would have difficulty financing importations at the present time.

A revival of German demand, however, to something like normal, under the present situation in lard supplies and hog supplies in this country, would undoubtedly prove a materially strengthening factor in the market. As a result, there was a tendency to watch the German situation closely.

Some were of the impression much business might have passed. This was predicated on the fact that packers have been on the buying side of lard futures for some weeks past, presumably lifting hedges against cash sales, either in the domestic or export market.

Average price of hogs at the outset of this week at Chicago was 5.50c, against 5.70c the previous week, 4.25c a year ago, 3.45c two years ago and 5c three years ago.

Top hogs at Chicago moved up from 5.80c last week to 6c this week, reacting subsequently to 5.95c. Quality of the hogs arriving was such that

the prices covered a rather wide range.

### Lard Exports Continued Small.

Average weight of hogs received at Chicago last week was 227 lbs., against 228 lbs. the previous week, 239 lbs. a year ago, and 238 lbs. two years ago.

Receipts at western packing points last week totaled 445,500 head, against 299,300 head the previous week, and 330,900 head the same week last year.

It was quite apparent that the present unfavorable spread between corn and hogs continued to make for a disposition in parts of the country to market unfinished hogs.

Official exports of lard for the week ended October 13 were 5,334,000 lbs., against 7,248,000 lbs. last year. Exports from January 1 to October 13 were a total of 377,463,000 lbs. against 444,411,000 lbs. the same time a year ago. Exports of hams and shoulders for the week were 672,000 lbs., against 862,000 lbs. last year; bacon, 149,000 lbs., against 367,000 lbs.; pickled pork, 191,000 lbs., against 326,000 lbs.

**PORK**—Demand was moderate at New York, and the market was easier. Mess was quoted at \$28.00 per barrel;

family, \$24.00 per barrel; fat backs, \$22.25@24.00 per barrel.

**LARD**—Demand was fairly good at New York, and the market was steady. Prime western was quoted at 7.85@7.95c; middle western, 7.75@7.85c; city, 7½c; tubs, 10½c; refined Continent, 8½@8¾c; South America, 8¼@8½c; Brazil kegs, 8½@8¾c; compound for export, 11c car lots, 11¼c smaller lots; domestic compound, ¼c more.

At Chicago, regular lard in round lots was quoted at 20c over October; loose lard, 20c over October; leaf lard, 20c over October.

See page 29 for later markets.

**BEEF**—Demand was moderate at New York, and the market was slightly easier. Mess was nominal; packer, nominal; family, \$17.00@18.00 per barrel; extra India mess, nominal.

### LARD AND GREASE EXPORTS.

Exports of lard from New York City, Oct. 1, 1934, to Oct. 24, 1934, totaled 4,471,214 lbs.; tallow, none; greases, 64,000 lbs.; stearine, 45,600 lbs.

## Cut-Out Values Continue Good

**D**ULL fresh pork trade both in Chicago and at eastern consuming centers together with the marketing of a large percentage of lightweight unfinished hogs, resulted in weakness in hog prices. Shipper buying at western markets was not strong, owing to the relatively higher prices in the west than at eastern points.

While cut-out values on the heavier weights showed somewhat less satisfactorily than a week ago, the loss is not large. These values are based on quality hogs of the weights indicated.

Heavy marketings of lightweight hogs is believed the result of feed shortage and high cost. At Chicago the market was burdened with weights under 180 lbs. but there was price weakness on weights up to 210 lbs. The average weight at Chicago during the first three days of the current week ranged from 220 to 224 lbs. with the

average cost for the same period declining 20c per hundred.

Well finished hogs scaling 220 lbs. and over found a good outlet throughout the week and packing sows sold close to good butchers part of the time. Top for the week at \$6.00 was made on Monday and Tuesday with the low top of \$5.80 made on the closing day of the session. The high average for the week at \$5.50 was recorded on Monday and dropped to a low of \$5.35 on Thursday.

Receipts at the 11 principal markets during the four-day period totaled 328,000 head, a decrease of 13,000 when compared with a like period a week earlier, but an increase of 63,000 compared with a year ago.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during the first four days of the current week, as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. Average costs and credits are used in figuring the test.

	100 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.84	\$1.91	\$1.91	\$1.95
Picnics	.48	.48	.41	.41
Boston butts	.48	.45	.45	.45
Pork loins	1.38	1.26	1.12	.89
Bellies, light	1.65	1.63	1.20	.87
Bellies, heavy	.45	.45	.45	1.23
Fat backs	.25	.25	.35	.62
Plates and jowls	.20	.25	.25	.33
Raw leaf	.20	.20	.20	.20
P. S. lard, rend. wt.	1.25	1.37	1.25	1.14
Spareribs	.13	.13	.13	.13
Regular trimmings	.27	.26	.25	.25
Feet, tail, neckbones	.06	.06	.06	.06
Total cutting value (per 100 lbs. live wt.)	\$7.91	\$7.98	\$8.06	\$8.13
Total cutting yield	68.00%	69.00%	70.50%	72.00%
Crediting edible and inedible offal values to the above totals and deducting from these the cost of well finished live hogs of the weights shown plus all expenses, the following results are secured:				
Profit per cwt.	.15	....	....	....
Profit per hog.	.26	....	....	....
Loss per cwt.	.06	.06	.25	.15
Loss per hog.	....	.12	.59	.41

## NEW DRIP LARD METHOD.

(Continued from page 9.)

joints for packing, preventing the possibility of blowing of gaskets and the leaking of the cooker under internal pressure or vacuum.

While this process is new and may, therefore, be expected to be subject to mechanical improvements, it is thought to be basically correct for the purpose.

### What Happens During Rendering.

Pure lard production in modern meat packing plants is quite simple. The raw fats are scattered throughout the carcass of the hog. These are composed of cellular tissue, water and neutral fat. Rendering is simply a term which is used to describe the separation of these three ingredients in order to secure the highly desired neutral fat—termed lard—and the cellular tissue, etc.—known as cracklings. Water may be removed either by evaporation or by separation.

If this neutral fat could be extracted at the exact moment of the animal's death, it would be found that it possessed no free fatty acids, very little color, and only a slight amount of odor and flavor. Obviously, therefore, most of the color, odor and flavor found in pure lard comes from the processes of rendering.

### Cause of Free Fatty Acids.

Unfortunately the development of free fatty acids in the fat starts at the very moment life ceases. There appears to be no way to remove fats from the carcass and render them quickly enough to preserve perfect neutrality. However, it should be emphasized that every hour's delay in rendering raises the free fatty acid content, so that every operator should endeavor to render all fats just as quickly as possible after slaughtering.

Chilling of fats tends to arrest deterioration and the building up of free fatty acids, but does not entirely accomplish this purpose. Every period of storing raises the free fatty acids, even though storage is at a low temperature.

In the case of dry salt and sweet pickle trimmings, the resultant lard runs as high as 2 per cent free fatty acid, whereas normal prime steam lard runs under .5 per cent fatty acid. The long period of holding dry salt and sweet pickle trimmings—sometimes 90 to 120 days—is responsible for the building up of such high free fatty acids.

Samples of drip rendered lard were drawn from the experimental drip rendering tank in the plant of the manufacturers of this system, the French Oil Machinery Co., and the drip rendering tank in the plant of the Lima Packing Co., Lima, O., by the chief chemist of one of the larger meat packing companies. Lard from the experimental plant was made from cutting fats from the Val Decker Packing Co., Piqua, O.

TABLE 1—PROPERTIES OF DRIP RENDERED LARD.

	Lima.	Lima.	Piqua.
Type of fat.....	Hog killing and cutting and beef.	Hog killing and cutting and beef.	Hog cutting.
Method of rendering....	Drip (no Nuchar).	Drip (Nuchar).	Drip (Nuchar).
Acid .....	0.31	0.01	0.02
Color .....	22 Y 3.2 R	11 Y 1.2 R	3 Y 0.4 R
Titre .....	38.6	37.9	36.6° C
Stability (Hrs. for P No. of 10 at 90° C.).....	13	12	8
Smoke Point.....	302° F.	470° F.	488° F.
Flavor .....	Mild Kettle Rendered	Neutral	Neutral
Odor Hot.....	Faint oleo oil	Neutral	Neutral

Smoke points in Table 1 were not determined by the official methods of the American Oil Chemist's Society.

The drip rendering tank at the Lima plant has a capacity of 3,500 lbs.

### Analysis of Drip Rendered Lard.

An analysis of these samples is given in Table 1. To obtain a comparison of rendering results secured when using activated carbon (Nuchar) a run was made without using this product. The analysis of this latter lard is also included in the results of the analysis.

It was found possible to heat any of these three samples of drip-rendered lard to 450 degs. Fahr. and then cool it off without effecting any darkening of the lard. This indicates complete freedom from nitrogenous or gluey material in the lard.

### Flavor and Stability.

The unusual neutrality and exceptionally high smoke point indicated by these results, together with the neutral flavor and odor, indicates the possibility of producing a product much superior to the general average and more satisfactory to the housewife and the baker.

While there is nothing new about the production of pure lard neutralized by treatment with a sodium hydroxide solution, this harsh alkali tends toward leaving a soapy or caustic flavor in the lard. In drip rendering this caustic or soapy taste is lacking in the neutralized lard. As will be noted from the results of the chemical tests, stability is about what may be expected from a good open kettle-rendered lard that has not been neutralized, decolorized or filtered, and considerably better than the average refined lard currently marketed.

### Yields in Drip Rendering.

Crackling lard pressed from drip rendered cracklings may be included in the next batch of drip rendered lard with good results, or it may be produced separately and sold as a second grade lard. The amount of this crackling lard is said to be considerably less than that produced from ordinary dry-rendered or open-kettle cracklings. The cracklings are not held soaked in hot lard at any time during processing.

No complete data has been accumulated covering yields. It appears that the cracklings are largely freed from the fat during the pressing operations, which means a better yield of lard. However, removal of free fatty acids from the lard cannot be done without a corresponding refining loss. A good guess would be that the yield of lard in drip rendering would be .3 to .5 per cent (or about the average difference in free fatty acid content between drip and ordinary lard) less than from dry rendering operations, when using the same type of raw fats.

Yield will vary to some extent, depending upon the type of fat rendered. Tests on mixtures of cutting and killing fats gave a lard yield of 67.0 per cent, based on the weight of fat used.

All operations of drip rendering are conducted under vacuum, so that relatively low temperatures may be employed in rendering and drying the lard. After a short cycle of rendering in one vessel and by one operation a neutral product is produced, which has only to be filtered to be ready for packaging.

### High Heat Not Necessary.

The unpressed cracklings which are obtained contain an average of 16 per cent grease as determined by the extraction method. After pressing the cracklings, the press cake contains an average of 8.3 per cent extractable grease. From these figures it is seen the cracklings are very dry upon being discharged from the cooker.

One of the interesting developments in connection with this form of rendering is that it is not necessary to start the rendering operations by applying heat under pressure, or even at atmospheric pressure in the rendering vessel, or to hash the fats or exclude such gluey and mucilaginous materials as bones, skin, etc. It is also interesting to note that there is at no time any tendency for gluey deposits to form upon the walls of the rendering vessel.

### LARD AND MEAT EXPORTS.

Exports of lard, bacon and hams through the port of New York during the first five days of the current week totaled 635,549 lbs. of lard and 94,950 lbs. of meat.

Lard exports from the United States for the full week ended October 20 totaled 5,348,679 lbs. against 10,457,423 lbs. for the same week in 1933. For the packer year to date, exports of lard have totaled 360,893,210 lbs. against 443,485,603 lbs. in the like 1932-33 period.

Bacon and ham exports for the week ended October 20 totaled 1,121,300 lbs. against 1,948,500 lbs. for the same period last year. For the packer year to date, exports of these products totaled 118,024,330 lbs. against 74,636,430 lbs. for the period from November 1, 1932, to October 21, 1933.

Exports of lard from Chicago to the United Kingdom not included in these figures amounted to 366,000 lbs.

### MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended Oct. 20, 1934:

Point of origin.	Commodity.	Amount.
Argentina—Oleo	stearine .....	111,760 lbs.
Canada—Smoked meats	.....	4,501 lbs.
Canada—Sausage	.....	1,545 lbs.
Canada—Pork cuts	.....	860 lbs.
England—Meat paste	.....	100 lbs.
England—Smoked meat	.....	839 lbs.
England—Beef extract	.....	600 lbs.
Germany—Sausage	.....	2,450 lbs.
Germany—Smoked meats	.....	3,954 lbs.
Italy—Sausage	.....	1,929 lbs.
Poland—Smoked ham	.....	25,761 lbs.
Poland—Sausage	.....	4,887 lbs.
Uruguay—Canned corned beef	.....	86,400 lbs.

# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The position of the tallow market at New York eased somewhat the past week, with prices off  $\frac{1}{4}$  to  $\frac{1}{2}$ ¢ from the recent high point. It was estimated that between 500,000 and 1,000,000 lbs. of extra changed hands at  $\frac{1}{2}$ ¢ f.o.b., with further offerings in evidence and buyers backing away. According to gossip, this situation was due to the recent heavy arrivals here of foreign tallow. Consumers apparently are well bought ahead. As a result, they were inclined to look on for the time being, taking some tallow, however, on a scale down.

While no fresh foreign tallow purchases were reported, and arrivals now are mostly against previous contracts, there was quite a little uncertainty in evidence and on the whole sentiment was more mixed. Producers were reluctant to press offerings at  $\frac{1}{2}$ ¢, feeling that lower levels would not tend to bring about any particular broadening in the demand at the moment.

At New York, special was quoted at  $\frac{1}{2}$ ¢; extra,  $\frac{1}{2}$ ¢; edible,  $\frac{1}{2}$ ¢@7¢ nominal.

At Chicago, the market was quiet and lower on tallow, with inquiries dull and offerings more plentiful. An easier trend at New York had some influence on the Chicago market. Offerings in the West, however, were not pressed. At Chicago, edible was quoted at  $\frac{1}{2}$ ¢; fancy,  $\frac{1}{2}$ ¢; prime packers,  $\frac{1}{2}$ ¢@ $\frac{1}{2}$ ¢; special,  $\frac{1}{2}$ ¢@ $\frac{1}{2}$ ¢; No. 1,  $\frac{1}{4}$ ¢.

At the London auction, 699 casks were offered and only 95 sold, at prices unchanged to 6d higher than the previous sales. Mutton was quoted at 21s 6d@22s 6d; beef, 21s@22s 6d; mixed 19s@21s.

At Liverpool, Argentine beef tallow, October shipment, was 22s 6d, up 3d for the week. Australian tallow at Liverpool, October shipment, at 22s 6d, was unchanged.

**STEARINE**—The market was rather quiet at New York and quoted at 9¢ nominal. It is understood that foreign stearine from South America and the Continent was offered here below domestic prices, with bids of 8 $\frac{1}{2}$ ¢ being sought. It was also understood that some 900 to 950 packages of South American stearine had been brought in from a large packer. A leading factor in the trade said it would take only 500 to 600 packages more to break the local market.

At Chicago, the market was rather quiet and steady, with oleo quoted at  $\frac{1}{4}$ ¢.

See page 29 for later markets.

**OLEO OIL**—Demand was rather quiet, and the market was barely steady. Extra at New York was quoted 10 $\frac{1}{2}$ ¢@10 $\frac{1}{2}$ ¢; prime, 10 $\frac{1}{2}$ ¢@10 $\frac{1}{2}$ ¢; lower grades, 9 $\frac{1}{2}$ ¢.

At Chicago, the market was quiet but very steady, with extra quoted at 10 $\frac{1}{2}$ ¢.

**LARD OIL**—While no particular activity was in evidence in this quarter during the week, the market held steady at New York. No. 1 was quoted at 7 $\frac{1}{4}$ ¢; No. 2, 7¢; extra, 8¢; extra No. 1, 7 $\frac{1}{2}$ ¢; prime, 12 $\frac{1}{2}$ ¢; winter strained, 8 $\frac{1}{2}$ ¢.

**NEATSFOOT OIL**—Trade was limited and of a routine character, and the market was steady at New York. Extra was quoted at 8¢; No. 1, 7 $\frac{1}{2}$ ¢; pure, 12¢; cold pressed, 16 $\frac{1}{2}$ ¢.

**GREASES**—An easier trend was apparent in the grease markets at New York the past week. A more moderate demand and an easing in tallow values had adverse influence. Reports that some English greases had been sold to come to New York were also a market factor. Some brokers were inclined to discount reports of English purchases. A fair to moderate business was reported to have passed on the decline. Producers, in some cases, were inclined to withdraw offerings when the market showed a tendency to sag. On the whole sentiment was more mixed.

At New York, yellow and house were quoted at 5 $\frac{1}{2}$ ¢@ $\frac{1}{2}$ ¢; A white, 5 $\frac{1}{4}$ ¢@ $\frac{1}{2}$ ¢; B white, 5 $\frac{1}{2}$ ¢@ $\frac{1}{2}$ ¢; choice white, 5 $\frac{1}{2}$ ¢.

At Chicago, the market on greases was easier. Offerings were moderate, but demand was insufficient to maintain values. Several tanks choice white grease sold at  $\frac{1}{2}$ ¢ for prompt shipment. Yellow grease, 15 per cent f.f.a., was offered at 4 $\frac{1}{2}$ ¢ Chicago and unsold. At Chicago, choice white, all hog, was quoted at  $\frac{1}{2}$ ¢; A white, 5¢; B white, 4 $\frac{1}{2}$ ¢; yellow, 4 $\frac{1}{2}$ ¢@4 $\frac{1}{2}$ ¢; brown, 4 $\frac{1}{2}$ ¢.

## By-Products Markets

Chicago, Oct. 25, 1934.

### Blood.

Unground dried blood quoted at \$2.75 @2.85 nominal per unit of ammonia, unchanged.

	Unit Ammonia.
Ground .....	\$2.85@2.95n
Unground .....	2.75@2.85n

### Digester Feed Tankage Materials.

Market quiet, with little trading reported. Prices quoted nominally.

	Unit Ammonia.
Unground, 10 to 12% ammonia .....	\$1.75@2.00 & 10c
Unground, 8 to 10% .....	1.65@1.85 & 10c
Liquid stick .....	@1.50

### Dry Rendered Tankage.

Trading slow and market about unchanged. Prices nominal.

Hard pressed and exp. unground per unit protein .....	\$.40@.45
Soft prod. pork, ac. grease & quality, ton .....	@40.00
Soft prod. beef, ac. grease & quality, ton .....	@35.00

### Packinghouse Feeds.

Market steady with last week.

	Carlots.
Digester tankage meat meal, 60% .....	@\$45.00
Meat and bone scraps, 50% .....	@40.00
Steam bone meal, 65%, special feeding, per ton .....	@25.00
Raw bone meal for feeding .....	@25.00

### Fertilizer Materials.

Trading continues rather slow with prices a little weaker.

High grd. tankage, ground, 10@12% am. ....	\$2.00@2.25
Bone tankage, ungrd., low gd., per ton .....	@13.00
Hoof meal .....	@2.25

### Bone Meals (Fertilizer Grades.)

Market rather dull. Prices nominal.

Steam, ground, 3 & 50 .....	\$16.00@17.00n
Steam, unground, 3 & 50 .....	14.00@15.00n

### Horns, Bones and Hoofs.

Little change; prices largely nominal.

Horns, according to grade .....	\$55.00@55.00
Mfg. shin bones .....	55.00@55.00
Cattle hoofs .....	18.00@20.00
Junk bones .....	12.00@14.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Gelatine and Glue Stocks.

Jaws, skulls and knuckles are nominally \$16.00.

	Per ton.
Kip stock .....	@9.00
Calf stock .....	@18.00
Sinews, pizzles .....	@10.00
Horn piths .....	@16.00
Cattle jaws, skulls and knuckles .....	15.00@16.00
Hide trimmings (new style) .....	@8.00
Hide trimmings (old style) .....	@10.00
Pig skin scraps and trim, per lb. ....	5@5 $\frac{1}{2}$ ¢

### Animal Hair.

Market continues dull; little trading.

Summer coll and field dried .....	$\frac{1}{2}$ ¢ @ $\frac{1}{2}$ ¢
Winter coll dried .....	1 @ 1 $\frac{1}{2}$ ¢
Processed, black, winter, per lb. ....	6 @ 6 $\frac{1}{2}$ ¢
Processed, grey, winter, per lb. ....	5 @ 5 $\frac{1}{2}$ ¢
Cattle switches, each* .....	1 $\frac{1}{2}$ @2¢

\*According to count.

### WOOL MARKET ACTIVITY.

Greasy combing territory wools are selling a little more freely than early in the week as buyers have, in a few cases, advanced bids above levels previously rejected by holders. A line of good French combing and a few strictly combing 64's and finer territory wools in original bags has been sold at around 73c, scoured basis. Wool quotations for the week are as follows:

Domestic Fleeces, grease basis—	
Ohio & Penn., fine clothing .....	22 @23
Ohio & Penn., fine delaine .....	27 @28
Ohio & Penn., $\frac{1}{2}$ -blood combing .....	28 @29
Ohio & Penn., $\frac{1}{2}$ -blood clothing .....	23 @24
Ohio & Penn., $\frac{3}{4}$ combing .....	29 @30
Ohio & Penn., $\frac{1}{2}$ combing .....	28 @29
Ohio & Penn., $\frac{1}{4}$ combing .....	24 @26
Low, $\frac{1}{4}$ combing .....	26 @27
Territory, clean basis—	
Fine staple .....	75 @77
Fine, fine French, combing .....	70 @73
Fine, fine medium, clothing .....	68 @68
$\frac{1}{2}$ -blood, staple .....	72 @74
$\frac{3}{4}$ -blood, staple .....	65 @67
$\frac{1}{4}$ -blood, staple .....	60 @62
Low, $\frac{1}{4}$ -blood .....	55 @56
Texas, clean basis—	
Choice, 12 months .....	73 @75
Average, 12 months .....	72 @73
Fine, 8 months .....	66 @68
Fall .....	58 @60

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Oct. 24, 1934.

There have been no changes in the prices of tankage or blood because there is no business being done around here in these materials as far as local producers are concerned.

It no doubt will take some concession from sellers present quotation to get buyers interested.

Japanese fish meal is lower in price, last sales having been reported at \$34.50 per net ton c.i.f. New York.



# Oleomargarine Census

Industry Authority Disputes Data  
Issued by Census Bureau

**A**CCURACY of figures on oleomargarine production as issued by the U. S. Bureau of the Census have long been questioned. Data gathered by the U. S. Bureau of Internal Revenue is known to be accurate, but Census Bureau figures do not appear to tally with the facts.

Statistics as reported by both bureaus are reported by THE NATIONAL PROVISIONER as issued. Census Bureau figures as recently issued were given in a recent issue of THE NATIONAL PROVISIONER on the authority of the Bureau. They have drawn the fire of the Institute of Margarine Manufacturers, as indicated in the following communication addressed to the Director of the Census:

Washington, D. C., Oct. 23.

Director of the Census,  
Washington, D. C.

Dear Sir:

In THE NATIONAL PROVISIONER of October 13, 1934, are quoted some census figures on oleomargarine production, number of establishments and some other data on the oleomargarine industry for the years 1931 and 1933, which I presume are calendar years. I presume this refers to figures given out by the Census Bureau.

This report gives 32 oleomargarine establishments in 1931 and 16 in 1933. These figures are untrue and misleading. The correct figures, which are the figures reported by the Bureau of Internal Revenue, for the fiscal years ending June 30th of each year are as follows:

No. Oleomargarine Mfg. Plants.	Fiscal Year Ending June 30.
67	1931
58	1932
50	1933
47	1934
*43	1935

\*On August 29, 1934.

The Bureau of Internal Revenue figures are correct. That Bureau administers the oleomargarine law and collects \$600 per annum on each oleomargarine manufacturing plant or establishment.

The figures on the total production of "oleomargarine and other margarines," which you have reported for the years 1931 and 1933, are pretty close to the actual production of oleomargarine as reported by the Bureau of Internal Revenue. The actual figures reported by that Bureau, compiled from its monthly reports are 229,853,345 lbs. for the calendar year 1931 and 245,467,229 lbs. for the calendar year 1933.

## Wrong on Labor Figures.

The figures you have reported for wage earners are as untrue and misleading as the figures you have reported for the number of establishments.

It is noted that you classify oleomargarine as "oleomargarine and other margarines." The words margarine and oleomargarine are synonymous. Under

the federal oleomargarine law, however, the different kinds of margarine made in this country are all required to be labeled oleomargarine, and all of them are therefore oleomargarine.

At your convenience I should be glad to go over this whole proposition with you to the end that future reports on this industry may give more authentic information concerning it. You may recall that I had this subject up with you several years ago, but your system of reporting apparently was never changed.

Very truly yours,

INSTITUTE OF MARGARINE  
MANUFACTURERS,  
J. S. Abbott, Secretary.

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., October 24, 1934.

In a very active market in which trading was in good volume, cottonseed meal made further gain in prices. Opening about unchanged. First sales of December and March sold at 5@15c higher from which levels good inquiry appeared, particularly in May which sold in quantity from \$36.30@36.50. December sold up from \$34.65@35.00 while March gained only 10c. There was further switching of hedges November to March at \$1.50, December to March at \$1.15 and March to May at 50c. Near the close, traders were inclined to buy the early months against sales of the late positions. However, a good buying interest marked the day's session with selling appearing largely that of profit taking. The close was steady at the highs for the day at advances of 25@45c.

Cotton seed, while quiet, developed some better inquiry particularly in December, which between calls was bid up to \$44.25 against offers of \$45.00. In this connection, attention was called to the fact that a year ago the closing prices on December cotton seed were \$16.00 bid and \$16.75 asked. Aside from the December interest, the market was quiet, closing 50@75c higher.

## COTTONSEED MEAL ABOVE PAR.

The price of cottonseed meal stood at 114 per cent of parity, on September 15, according to the U. S. Department of Agriculture. In its release entitled "average prices received by farmers for farm products, September 15, 1934," the average price of cottonseed meal is shown as \$31.54 per ton, with the parity price, \$27.73.

## OLEOMARGARINE TAXES.

Taxes paid on oleomargarine during September, 1934, compared with the same month a year ago are reported by the U. S. Bureau of Internal Revenue as follows:

	Sept., 1934.	Sept., 1933.
Oleomargarine, excise taxes.	\$75,297.48	\$61,554.90
Oleomargarine, special taxes.	33,532.03	26,436.69
Total	\$108,849.51	\$87,991.59

## COTTON OIL TRADING.

**COTTONSEED OIL**—Store oil demand was fair at New York, and the market was firm with futures. Crude oil was quoted at 7¼c bid in all sections.

Market transactions at New York:

Friday, October 19, 1934.

Spot	—Range—				Closing—
	Sales.	High.	Low.	Bid.	Asked.
Oct. ....				825 a	825 a
Nov. ....	3	840	840	840 a	845
Dec. ....	2	837	837	836 a	839
Jan. ....	6	838	836	836 a	838
Feb. ....				838 a	847
Mar. ....	49	850	848	849 a	trad
April ....				848 a	860
May ....	9	866	863	861 a	863

Sales, 69 contracts; crudes, 7¼c sales.

Saturday, October 20, 1934.

Spot	Oct. ....	Nov. ....	Dec. ....	Jan. ....	Feb. ....	Mar. ....	April ....	May ....
	825 a	840 a	839	839	836 a	850	850	863
	825 a	840 a	839	839	836 a	850	850	863
	825 a	840 a	839	839	836 a	850	850	863
	825 a	840 a	839	839	836 a	850	850	863
	825 a	840 a	839	839	836 a	850	850	863
	825 a	840 a	839	839	836 a	850	850	863
	825 a	840 a	839	839	836 a	850	850	863
	825 a	840 a	839	839	836 a	850	850	863

Sales, 22 contracts; crudes, 7¼c sales.

Monday, October 22, 1934.

Spot	Oct. ....	Nov. ....	Dec. ....	Jan. ....	Feb. ....	Mar. ....	April ....	May ....
	840 a	845 a	845	843 a	844 a	856	860 a	870
	840 a	845 a	845	843 a	844 a	856	860 a	870
	840 a	845 a	845	843 a	844 a	856	860 a	870
	840 a	845 a	845	843 a	844 a	856	860 a	870
	840 a	845 a	845	843 a	844 a	856	860 a	870
	840 a	845 a	845	843 a	844 a	856	860 a	870
	840 a	845 a	845	843 a	844 a	856	860 a	870
	840 a	845 a	845	843 a	844 a	856	860 a	870

Sales, 126 contracts; crudes, 7¼c bid.

Tuesday, October 23, 1934.

Spot	Oct. ....	Nov. ....	Dec. ....	Jan. ....	Feb. ....	Mar. ....	April ....	May ....
	835 a	840 a	845	842 a	845 a	857	858 a	872
	835 a	840 a	845	842 a	845 a	857	858 a	872
	835 a	840 a	845	842 a	845 a	857	858 a	872
	835 a	840 a	845	842 a	845 a	857	858 a	872
	835 a	840 a	845	842 a	845 a	857	858 a	872
	835 a	840 a	845	842 a	845 a	857	858 a	872
	835 a	840 a	845	842 a	845 a	857	858 a	872
	835 a	840 a	845	842 a	845 a	857	858 a	872

Sales, 21 contracts; crudes, 7¼c bid.

Wednesday, October 24, 1934.

Spot	Oct. ....	Nov. ....	Dec. ....	Jan. ....	Feb. ....	Mar. ....	April ....	May ....
	840 a	840 a	843	844 a	846 a	859	861 a	874
	840 a	840 a	843	844 a	846 a	859	861 a	874
	840 a	840 a	843	844 a	846 a	859	861 a	874
	840 a	840 a	843	844 a	846 a	859	861 a	874
	840 a	840 a	843	844 a	846 a	859	861 a	874
	840 a	840 a	843	844 a	846 a	859	861 a	874
	840 a	840 a	843	844 a	846 a	859	861 a	874
	840 a	840 a	843	844 a	846 a	859	861 a	874

Sales, 21 contracts; crudes, 7¼c bid.

Thursday, October 25, 1934.

Oct. ....	Nov. ....	Dec. ....	Jan. ....	Mar. ....	May ....
840 a	840 a	846	842	862	873
840 a	840 a	846	842	862	873
840 a	840 a	846	842	862	873
840 a	840 a	846	842	862	873
840 a	840 a	846	842	862	873
840 a	840 a	846	842	862	873
840 a	840 a	846	842	862	873
840 a	840 a	846	842	862	873

See page 29 for later markets.

## HULL OIL MARKETS.

Hull, England, Oct. 24, 1934.—(By Cable).—Refined cottonseed oil, 17s 3d; Egyptian crude cottonseed oil, 15s 3d.

# Vegetable Oil Markets

## WEEKLY REVIEW

Trade Moderate—Undertone Firm—More Disposition to Await Developments—Crude Strong—Weather South Favorable—Cash Trade Satisfactory—Allied Markets Irregular.

Operations in the cottonseed oil futures market were on a fairly good scale the past week, but trade was somewhat lighter than it has been of late. Price fluctuations were moderate, and the market persistently presented a strong undertone, with values holding within striking distance of the season's best levels. Sentiment continued friendly in the main, in that there was little or no change in the general position of the market, but irregular outside price action and talk of importations of oriental cotton oil on the Pacific Coast served to slow up buying power for the time being.

There was a tendency to move slowly pending the President's remarks at the bankers' convention. Fundamental conditions in oil, however, continued as strong as at any time so far on this crop. The result was that there was no disposition to press the market in evidence. Profit taking and light hedging selling were readily absorbed by commission houses. It was noticeable that fresh buying power developed on the set-backs, and the market ran into resting buying orders.

Cash demand for oil continued very satisfactory. Indications were that distribution continued to run ahead of a year ago. Pressure of crude oil from the South was light, and the market was 7½c bid in all sections.

### Oil Imports Increasing.

The lard market was hesitant at times, due to a liberal hog run, and paid little attention to the sharp reduction in import duties in Germany. Hogs coming to market continued to be underfed and of light weight. The result was that lard production was small and the statistical position continued to strengthen. Reports indicated that cash lard demand was satisfactory on the whole.

There was quite a little interest at one time in reports that Japanese had sold cottonseed oil to the Pacific Coast at 3½c to 4.20c. The import duty is

3c lb., making the cost 6½¢ @ 7.20c. This is crude cotton oil, and presumably is from Chinese cotton seed. At the same time, reports circulated at New York that English cotton oil was offered here at around 4½c, equal to around 7½c duty paid, landed. Reports also had it that some Peruvian cottonseed oil was being offered in America.

The market, on the whole, paid little attention to the latter report, as the price was close enough to the crude quotations of 7½c in the South. The quality of the oil offered was questionable, but more important it was doubtful that any important quantities of the oil could be purchased.

### Consumption Holding Up Well.

The new oil crush this year will approximate 2,137,000 bbls., against a ten-year average of 3,400,000 bbls. Carryover this year was 1,877,000 bbls., so

that the season's supplies are indicated at 4,014,000 bbls.

Consumption the first two months of the season was upwards of 400,000 bbls. monthly or 837,000 bbls. Consumption last season was 3,040,000 bbls. and the 10-year average seasonal consumption is 3,300,000 bbls.

While the current rate of consumption is not expected to be maintained throughout the season, it appears rather definite that cotton oil consumption this season will equal or exceed the 10-year average of 3,300,000 bbls. Carryover at the end of this season, therefore, promises to be around 700,000 bbls. or less. This would be no larger than the quantity necessary for the inbetween season demands in 1934-35.

**COCOANUT OIL**—Market was rather quiet and easier at New York the past week. Philippine oils were available at about ¼c under recent levels, or 3½c bulk for shipment. Buying interest, however, was small and routine. Little or nothing was heard of Ceylon offerings.

**CORN OIL**—Market was rather quiet the past week, due largely to limited offerings. Bids of 7½c were reported in the market.

**SOYA BEAN OIL**—A routine trade continued to pass in this quarter, with little change in price levels. Market is quoted at 6c f.o.b. the West.

**PALM OIL**—Trade was small, and the market was called a shade easier. Sumatra oil was offered at 3.05c New York, off 10 points from the recent levels. West African oil was quoted at 3.15c, off 5 points.

**PALM KERNEL OIL**—Market continued dull and more or less nominal. Prices were quoted at 2½c bulk, New York.

**OLIVE OIL**—Routine trading continued in a fair way. Market was steady and unchanged at New York, and quoted at 7@7½c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—A fair trade was reported to have passed in this market. Prices were steady and quoted at 7½¢ @ 7¾c.

## SOUTHERN MARKETS

### New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 25, 1934.—Cotton oil futures and crude up ¼c lb. from week ago. Crude is firm at 7½c lb. for Texas and Valley with most buyers only bidding 7½c lb. Present prices are below the parity of cotton seed, hence the mills are not offering their products freely. Lard and the extent of importations of foreign oils will largely govern cotton oil values for the balance of this season. Trade generally expects only moderate and shortlived declines followed by substantially higher prices later.

### Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., Oct. 25, 1934.—Crude cottonseed oil, 7½c lb.; forty-one per cent protein cottonseed meal, \$34.25.

### Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Oct. 25, 1934.—Prime cottonseed oil, 7½c lb.; 43 per cent meal, \$42.00; hulls, \$15.00.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company** Chicago, Illinois

**HAMMOND'S**  
**Mistletoe**  
**MARGARINE**

# Schools of Meat Cookery



**T**EACHING hundreds of thousands of women how to prepare meat dishes with an assurance of better and more uniform results, and with greater ease.

Showing these women how to judge meat for quality and how to select it at the market.

Explaining to them the art of building balanced meals around meat.

Bringing this vast audience the newer knowledge of meat as a food and its important relation to health.

## More Meat on the Menu.

These are the things which the National Live Stock and Meat Board's Schools of Meat Cookery are doing to encourage the American housewife to use more meat in her daily menu.

In existence for only a year and a half, the Board's schools are now looked

upon as one of the most important factors in the organization's broad program of meat education and promotion.

During the year just closed, 73 cooking schools of this sort were held in leading cities of the heavy consuming areas of the East and Middle West. Each was sponsored by an important newspaper, and attendance was as high as 10,000 per session. A total attendance of 523,079 women meant that this instruction on meat was taken into the homes of an impressive number of families.

Each School of Meat Cookery, con-

ducted in a leading theater or auditorium, is made the center of an intensive program in the interest of meat. Weeks before the school begins, newspapers start printing articles about meat, under the name

Last year these schools had an attendance of more than five hundred thousand women.



They bring to a vast audience each year a better knowledge of meat and of its importance in relation to health.

of the Board's lecturer who will conduct the school. As the time of the school nears, meat signs and posters appear in shop windows all over the city.

The night before the cooking school opens, a big merchandising meeting is held for meat retailers and packers' representatives, telling them how they can individually

"cash in" on the cooking school, not only during the 4 days it is held, but afterward. Special meat window displays are installed and frequently radio talks on the subject of meat are a part of the week's program.

#### School Helps Retailers.

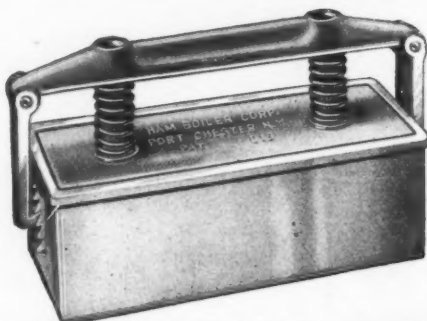
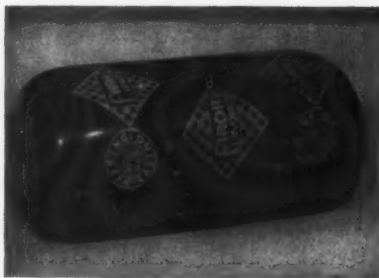
The cooking school itself is a stimulus for local activity in the interests of meat. Retailers do special meat advertising and, in a number of instances, important cooperative retailer advertising campaigns have followed the schools, an outgrowth of the interest thus created. Some of these campaigns are scheduled for an entire year, others for a shorter period.

In the cooking school itself, each day a number of different beef, pork, and lamb dishes are prepared, and each step of

the preparation is carefully demonstrated and explained. The women learn why this cut should be roasted and why that cut should be braised. They learn the importance of proper temperature regulation, as worked out in recent studies, as a means to greater economy and a more palatable dish. They find that many of the old ideas such as basting and searing, have gone by the boards which, of course, is welcome news. They learn that meat furnishes an abundance of that element known as protein, which is so essential to bodily well being, and that the protein of meat also is of exceptionally high quality; and they discover too that meat is a leader among foods for the iron, phosphorus and other food properties it supplies.

From the foregoing it will be seen that through its Schools of Meat Cookery the National Live Stock and Meat Board exerts a far-reaching influence for meat, reaching hundreds of thousands of women yearly.





## HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London  
 Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities  
 Canadian Representative: C. A. Pemberton & Co., Ltd., Toronto, Ont.

## Luncheon Loaves Build Sales

Square loaves in Viskings provide remarkable stimulation to low sausage sales. Easy, simple and economical to produce, they assure handsome increases in profits.

Your products will take on a distinctive "quality" appearance when processed in the ADELMANN Luxury Loaf Container. The practical shape and appearance accomplished, plus the identification and protection afforded with Viskings, result in a style that cannot be confused or compared with ordinary competitive products.

The ADELMANN Luxury Loaf Container, long favored for the production of fine meat loaves, can be used with Viskings to produce Blood and Tongue Sausage, Head Cheese, Sulze, Luncheon Loaf, Pressed Corned Beef, Cooked Loins and Jellyed Tongue.

Be sure to write for complete details today  
 ADELMANN—"The kind your ham makers prefer"

## "C-B" Cold Storage Door



New "C-B" Track Door

### The Better Door That Costs No More

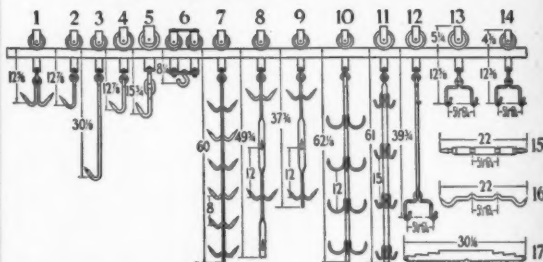
The "C-B" Track Door is the only cold storage door having the new "C-B" Track Door Operating Device (patent pending), the biggest improvement for twenty-five years in Cold Storage Doors.

Heavier "C-B" hinges and the new "C-B" fastener, which were especially designed for Cold Storage Door use, are also new and exclusive improvements found only in use on "C-B" Cold Storage Doors.

Write for the "C-B" Cold Storage Door catalog. Get full and complete information.

**The Cincinnati Butchers' Supply Corporation**  
 3907-11 S. Halsted St., CHICAGO, ILL. 1972-2008 Central Ave., CINCINNATI, OHIO

## "HALLOWELL"



### "Hallowell" Trolleys, Hooks, etc.

"Hallowell" Trolleys are far superior to those made in small local shops.

First—the Wheel Flanges of the "Hallowell" are so much heavier that they won't break out; second—the Pin being much larger won't wear wobbly; besides, the pin has a square shoulder under the head so it can't turn, wear and work loose—a feature being patented.

Wheels have plain cores; self lubricating Bushings; or Roller Bearings.

The "Hallowell" Trolleys last longer, cost much less.

**Full Data in Bulletin 449**

**STANDARD PRESSED STEEL CO.**

BRANCHES  
 BOSTON  
 CHICAGO  
 DETROIT

JENKINTOWN, PENNA.  
 BOX 550

BRANCHES  
 NEW YORK  
 SAN FRANCISCO  
 ST. LOUIS

# Week's Closing Markets

## FRIDAY'S CLOSINGS

### Provisions.

Hog products were fairly steady the latter part of the week despite continued heaviness in hogs, weakness in outside markets and only a moderate cash demand. Best support was from packers; top hogs, \$5.65.

### Cottonseed Oil.

Cotton oil was quiet and easier, being influenced largely by outside action and a disposition to await developments. Crude was firm at 7½¢ bid in all sections.

Quotations on bleachable cottonseed oil at New York Friday noon were: Oct., \$8.35b; Dec., \$8.33@8.39; Jan., \$8.33@8.38; Mar., \$8.48@8.50; May \$8.61@8.66.

### Tallow.

Tallow, extra, 5½¢, f.o.b.

### Stearine.

Stearine, 8½@9¢ lb.

### Friday's Lard Markets.

New York, Oct. 26, 1934. — Lard, prime western, \$7.85@7.95; middle western, \$7.75@7.85; city, 7½¢; refined Continent, 8¢; South American, 8¼@8½¢; Brazil kegs, 8½@8½¢; compound, car lots, 11¢.

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Oct. 20, 1934:

### PORK.

	Week ended Oct. 20, 1934, bbls.	Week ended Oct. 21, 1934, bbls.	Nov. 1, 1933 to Oct. 20, 1934, bbls.
Total	81	81	2,532
United Kingdom	50	50	1,439
Continent	6	6	794
Sth. and Ctl. America	25	25	...
West Indies	...	...	299

### BACON AND HAM.

	M lbs.	M lbs.	M lbs.
Total	1,121	1,048	118,024
United Kingdom	1,121	1,478	107,819
Continent	...	220	7,551
West Indies	...	3	189
B. N. A. colonies	...	...	217
Other countries	...	247	2,208

### LARD.

	M lbs.	M lbs.	M lbs.
Total	5,348	10,457	360,893
United Kingdom	5,146	6,332	270,905
Continent	112	4,069	75,779
Sth. and Ctl. America	...	24	8,737
West Indies	90	32	5,444
B. N. A. colonies	...	...	7
Other countries	...	...	21

## TOTAL EXPORTS BY PORTS.

From	Pork, Bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	...	116	1,716
Boston	...	30	607
New Orleans	...	...	88
Montreal	...	975	2,845
Halifax	...	...	2
Total week	...	1,121	5,348
Previous week	...	904	4,583
2 weeks ago	...	884	6,415
Cor. week 1933.	81	1,948	10,457

## SUMMARY OF EXPORTS FROM NOVEMBER 1, 1933, TO OCTOBER 20, 1934.

	1933 to 1934 to 1934.	1933.	Increase.	Decrease.
Pork, M lbs.	506	1,680	...	1,174
Bacon and hams, M lbs.	118,024	74,636	43,387	...
Lard, M lbs.	360,893	443,485	...	82,592

## BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Oct. 26, 1934.

General provision market steady but dull. Very poor demand for hams; fair demand for lard.

Friday's prices were as follows: Hams, American cut, 84s; hams, long cut, exhausted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, exhausted; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 84s; Canadian Cumberlands, 77s; spot lard, 40s 9d.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Oct. 25, 1934, show exports from that country were as follows: To the United Kingdom, 171,482 quarters; to the Continent, 591. Exports the previous week were: To England, 85,334 quarters; to Continent, 12,558 quarters.

## GOOD NEUTRAL LARD.

Neutral lard is clear in color and has no lard taste. It should be sweet and contain no foreign flavors or odors. It is easy to produce good neutral lard. "PORK PACKING," The National Provisioner's latest book, tells how. Every rendering foreman should have it.

## Watch the Markets!

It's just as important to know the market when prices are low as when they are high.

It is vital to know the market when prices are fluctuating up or down.

The time seems near when market fluctuations upward can be looked for. In such times it is easy to buy or sell a car of product anywhere from ¼¢ to 1¢ under the market.

A car sold at ¼¢ under the market costs the seller \$37.50; at ½¢ under he loses \$75.00; at ¾¢ under he loses \$112.50; at 1¢ under he loses \$150.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at ¼¢ variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## CONDITIONS IN EUROPE.

Returning from a visit to Central Europe Charles J. Brand, secretary of the National Fertilizer Association, said that Europe gives the impression of being in a more prosperous condition than the United States, even though political and economic uncertainties make it difficult to come to conclusions as to the future.

Conditions in Italy, Mr. Brand said, were excellent despite many difficulties. He found the Italy of 1934 to be a far better place to live in than the Italy of 1923, the time of his last visit. Industry and agriculture have undergone a distinct rehabilitation and unemployment is greatly reduced.

He found that the "battle of the wheat" had been largely won and that Italy is now able to supply a very large part of her cereal requirements. No new nitrogen plants are under consideration, and both North African phosphate and European potashes are conveniently available. As a result there has been a distinct increase in fertilizer consumption in the kingdom.

Unfavorable trade balances were upsetting in Germany, Mr. Brand said. Severe drought has diminished food and feed supplies and added to the economic difficulties of the government. The German people appear to be working hard — beyond anything Americans could readily vision—to win out against almost impossible odds. The work week has been cut from 48 to 40 hours, to reduce unemployment and many kinds of public works are being undertaken for unemployment relief. He was of the opinion that Germany would have more to show for her relief expenditures than the United States. He felt that the Hitler government was doing everything in its power to deal with the farming population, so as to leave no doubt as to the balanced justice of its plans.

## FARM INCOME UP 300 MILLION.

Nearly 300 million dollars has been added to farm income in 1933 and 1934 in rental and benefit payments disbursed up to September 1, to farmers cooperating in the adjustment programs for corn and hogs, wheat, cotton and tobacco, according to the monthly report issued by the comptroller of the AAA.

From September 1 to October 5, farmers have received checks for rental and benefit payments approximating 58 million dollars, bringing the total to around 352 million dollars.

Also contributing to farm income are expenditures totaling \$101,308,068 in the purchase of surplus hogs, butter, cheese, and cattle; in export operations for wheat, and in conservation of seed, as shown in the monthly report.

Of the rental and benefit payments disbursed to date of the report, corn-hog producers received \$65,421,723.

## TEMPERATURES FOR CURING.

Proper temperatures are important for best curing results. "PORK PACKING," The National Provisioner's test book for packers, tells just what temperatures to use in the curing cellar.



# Live Stock Markets

## CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, Oct. 25, 1934.

**CATTLE**—Fed steers and yearlings unevenly 25@50c lower. Mostly 25c down on better grades, such offerings gathering late in week; lower grades, however, fully 50c off, some common and medium grade grassy and warmed-up killing steers, including western grassers as much as 75c lower than early last week. A sharp break on lower grade killing steers resulted partly from 25@50c downturn on stockers and feeders, most lower grade stock steers selling off 50c; slowness on country account forced an excessive supply of lower grade killers into slaughter channels, thereby breaking the market sharply on kinds recently selling at \$5.00 downward. Strictly choice weighty steers also sold off sharply, early top of \$10.00 being paid for steers comparable with \$9.60 late in week; best light steers, \$8.90; long yearlings, \$8.85; heifer yearlings, \$8.25. All heifers ruled steady with better grades closing strong to 25c higher; other killing classes fully steady.

**HOGS**—Compared last Friday: Weights 220 lbs. up and packing sows mostly 15@25c lower. Choice kinds off least, others unevenly 25@60c lower; slaughter pigs, 50@75c lower; four-day-run below last week but still comparatively large with excessive supply unfinished lightweights included. Demand from all sources narrow at close; week's top, \$6.00, closing top, \$5.80. Closing bulks follow: better grade 220 to 350 lbs., \$5.45@5.75; 170 to 210 lbs., \$4.75@5.50; 140 to 160 lbs., \$4.00@4.50; slaughter pigs, \$2.75@3.50; packing sows, \$4.85@5.20.

**SHEEP**—Compared last Friday: Fat lambs mostly 25c higher. Sheep steady; sharply reduced aggregate numbers a bullish factor but sluggish dressed trade tending to limit extent of price upturns alive. Week's extreme top fat lambs \$7.00, bulk including natives, range lambs and scattered fed western "comebacks," \$6.50@6.75; few clipped lambs, \$6.75 down; slaughter ewes, \$1.25@2.25.

## KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., Oct. 25, 1934.

**CATTLE**—Fed steers and yearlings are 15@25c higher than a week ago.

Strictly choice grades were absent, and the week's top rested at \$8.25 on choice 877-lb. yearlings; several loads of good to choice light and medium weight fed steers, \$7.75@8.15; bulk of arrivals, \$5.50@7.50. A few lots of straight grass steers ruled steady to strong at \$2.75@4.25; other killing classes, strong to 25c higher. Vealers closed firm, selected lots reaching \$7.00. Grand champion load of Angus steers at American Royal sold at \$13.25.

**HOGS**—Desirable grades scaling 190 lbs. and up closed 20@30c lower as compared with last Friday, while lb. weights to shippers; most 210- to off with extreme cases more. Late top rested at \$5.50 on choice 220- to 300-lb. weights to shippers; most 210- to 300-lb. weights, \$5.40@5.50; 170- to 200-lb. averages, \$4.50@5.40. Better grades of 140- to 160-lb. averages ranged from \$3.50@4.50; packing sows, 15@25c lower at \$4.50@5.00.

**SHEEP**—Fat lambs are 15 to mostly 25c over a week ago. On final session top reached \$6.50 on natives, rangers and fed clipped lambs, with bulk selling at \$6.35@6.50. Yearlings are strong to 10c higher, with most sales at \$5.25@5.50. Mature sheep held at steady levels, best fat ewes going at \$2.25; bulk, \$1.75@2.15.

## ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Oct. 25, 1934.

**CATTLE**—Compared with last Friday: Native steers, 25@50c lower; western grass steers, steady to 25c lower; mixed yearlings and heifers, steady to strong; cowstuff, 10@15c higher; sausage bulls, strong; vealers, 25c higher. Native steers bulked at \$5.00@7.35, 1,132-lb. landing \$8.10 as top; best yearlings, \$8.00. Majority of range steers scored \$2.85@3.25; most mixed yearlings and heifers, \$3.75@6.50; top mixed steers and heifers, \$7.50; best straight heifers, \$6.90; beef cows, \$2.50@3.50; top, \$4.50; low cutters, largely \$1.50@1.85. The period closed with top sausage bulls \$3.15; best vealers, \$7.25.

**HOGS**—Hogs scaling above 190 lbs. declined 5@10c during the period under review, while lighter weight material increased in the supplies and lost 25@50c. Thursday top was \$5.75; bulk of hogs, \$5.40@5.70; packing sows, \$4.75@4.90.

**SHEEP**—Fat lambs and yearlings advanced 25@50c during the week,

sheep holding steady. Fat lambs topped at \$7.00; bulk, \$6.50@6.75, buck lambs, \$1.00 less; throwouts, \$3.50@4.50; yearling wethers, \$5.65; fat ewes, \$1.50@2.25.

## OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., Oct. 25, 1934.

**CATTLE**—Fed steers and yearlings prices were under pressure, with current levels weak to mostly 25c under Friday of last week. Heifers held about steady, and cows closed strong to 25c higher. Bulls and vealers are strong. Choice 1,230-lb. steers topped for the week at \$9.00, with 1,321-lb. weights at \$8.85; light steers on long yearling order, 1,121 lbs., \$8.65; choice 952-lb. heifers, \$7.65; 914-lb. weights, \$7.50.

**HOGS**—Compared with Friday, butchers and sows, 20@30c lower; lights and underweights, 25@60c lower. Top on Thursdays was \$5.50, with following bulks: Good to choice 220 to 320 lbs., \$5.25@5.50; 180 to 220 lbs., \$4.75@5.25; 140 to 170 lbs., \$3.50@4.75; slaughter pigs, \$3.00@3.25; packing sows, \$5.00@5.10; stags, \$4.25@4.75.

**SHEEP**—Grade slaughter lambs are 10@15c higher than last Friday, while other grades and classes are steady. Bulk good to choice fed clipped lambs on Thursday sold \$5.25@6.25; bulk sorted native, range, and fed woolled lambs, \$6.25; top to shippers, \$6.40; good and choice ewes, \$1.75@2.25.

## SIOUX CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., Oct. 25, 1934.

**CATTLE**—Most grain feds went at \$5.50@7.00, a few loads reached \$7.75, and only small packages sold around \$8.00. Fat she stock ruled weak to 25c lower, with better grade cows off most. Choice kosher heifers cleared at \$7.25@7.50 in small lots, and numerous loads of short feds cashed at \$6.00 down. Most beef cows changed hands at \$2.50@3.00; low cutters and cutters bulked at \$1.85@2.35. Vealers remained firm, with a \$5.50 top. Bulls finished 10@15c higher; medium grades, to \$2.90.

**HOGS**—Compared with last Friday, medium and heavy butchers reflected 25@35c decline, while lights and light lights showed 50@85c losses. Packing sows escaped with only 10@15c downturns. Closing top held at \$5.45, while bulk 210- to 300-lb. butchers scored \$5.10@5.40. Good 170- to 200-lb. lights, \$4.25@5.00 with 140- to 170-lb. averages, \$3.25@4.25; slaughter pigs, \$2.50@3.00; packing sows, \$4.95@5.10.

**SHEEP**—Fat lambs carried a strong to 15c higher trend, with choice natives listed at \$6.40; majority sorted lots late, \$6.25@6.35; good to choice range lambs, \$5.75@6.00; yearlings, \$4.50@5.00; slaughter ewes, \$2.25 down.

## ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., Oct. 24, 1934.

**CATTLE**—Large numbers of grassy and plain cattle have found a slow and declining market this week. A few desirable grain-fed steers and yearlings



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bulk at \$5.50@7.50, with a few to \$8.00 or above, while short-feds sold down to \$4.50. Common grass killer steers made \$2.50@3.75; more desirable kinds, \$4.50@5.50. Butcher heifers brought \$2.00@4.50; cutter grade cows, \$1.25@2.00; beef cows, \$2.50 up to \$3.75; bulls, mainly \$2.25@2.75 and down to choice vealers, \$4.50@5.50, with best to \$6.00 and medium grades down to \$3.50.

**HOGS**—Hog prices are at a new low since August 14, good to choice 210- to 300-lb. butchers today going at \$5.25@5.35; most 170 to 200 lbs., \$4.75@5.25; better 140 to 160 lbs., \$3.75@4.75; killer pigs, \$2.50@3.50 and most good sows at \$4.85@5.00.

**SHEEP**—Fat lambs arrived in moderate numbers and sold 25c higher, with the bulk to packers at \$6.25, best to shippers at \$6.50. Cull and common lambs turned at \$3.50@4.00; yearlings around \$3.50@4.25; most slaughter ewes, \$1.25@2.00.

#### RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Oct. 20, 1934:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 20.....	327,000	481,000	538,000
Previous week .....	340,000	423,000	738,000
1933 .....	297,000	373,000	478,000
1932 .....	232,000	487,000	582,000
1931 .....	314,000	596,000	687,000
1930 .....	293,000	510,000	567,000

1930	289,000	310,000	307,000
Hogs at 11 markets:			
Week ended Oct. 20.....			403,000
Previous week .....			368,000
1933 .....			308,000
1932 .....			395,000
1931 .....			511,000
1930 .....			447,000
1929 .....			524,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 20.....	255,000	365,000	390,000
Previous week .....	257,000	313,000	526,000
1933 .....	239,000	247,000	322,000
1932 .....	194,000	323,000	348,000
1931 .....	244,000	437,000	434,000
1930 .....	225,000	375,000	411,000
1929 .....	241,000	443,000	328,000

#### U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Oct. 19, 1934:

	Week ended Oct. 19.	Prev. week.	Cor. week, 1933.
Chicago .....	123,103	103,113	94,574
Kansas City, Kan.....	32,702	48,287	33,585
Omaha .....	35,401	26,070	20,494
St. Louis & East St. Louis	48,507	50,863	32,095
St. Joseph .....	20,183	14,546	11,257
St. Paul .....	28,716	30,241	19,406
St. Paul .....	43,469	42,874	38,813
N. Y., Newark & J. C.....	48,387	47,331	47,638
Total .....	400,498	362,325	297,862

Has your hog buyer read chapter 1 in "PORK PACKING," THE NATIONAL PROVISIONER'S latest book.

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#### CORN BELT DIRECT TRADING.

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Oct. 25, 1934.

Hogs weighing under 200 lbs. continued to predominate in the receipts at 22 concentration points and 7 packing plants in Iowa and Minnesota, and choice heavy butchers were scarce. Compared with last week's close, medium and heavy weight butchers averaged 10c lower; packing sows, steady, spots stronger; underweights, 20@40c lower; late bulk good to choice 220 to 300 lbs., \$5.00@5.30; numerous long hauls, to \$5.35, some above; 300 to 350 lbs., mostly \$4.90@5.30; 180 to 210 lbs., \$4.60@5.25, few above; 140 to 170 lbs., \$3.15@4.35; most packing sows, \$4.30@4.80.

Receipts unloaded daily for the week ended Oct. 25, 1934, were as follows:

	This week.	Last week.
Fri., Oct. 19.....	17,300	22,200
Sat., Oct. 20.....	16,200	19,900
Mon., Oct. 22.....	35,600	38,700
Tues., Oct. 23.....	16,800	19,700
Wed., Oct. 24.....	19,300	21,700
Thurs., Oct. 25.....	17,200	19,500

#### CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary week Oct. 18:

##### BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Oct. 18.	Prev. week, 1933.	Same week, 1933.
Toronto .....	\$ 5.25	\$ 6.00	\$ 4.75
Montreal .....	5.00	6.00	4.00
Winnipeg .....	4.50	4.50	3.50
Calgary .....	3.25	3.25	3.00
Edmonton .....	3.25	3.00	3.00
Prince Albert .....	2.50	2.50	2.00
Moose Jaw .....	4.00	3.50	3.00
Saskatoon .....	3.10	.....	.....

##### VEAL CALVES.

Toronto .....	\$ 7.50	\$ 7.00	\$ 7.50
Montreal .....	7.25	6.50	6.75
Winnipeg .....	4.50	4.50	5.50
Calgary .....	3.25	3.00	3.25
Edmonton .....	4.00	3.50	4.50
Prince Albert .....	2.25	2.50	3.00
Moose Jaw .....	3.75	3.50	3.50
Saskatoon .....	3.10	3.00	2.75

##### SELECT BACON HOGS.

Toronto .....	\$ 8.65	\$ 8.40	\$ 6.35
Montreal .....	8.00	8.50	6.50
Winnipeg .....	7.75	7.75	5.75
Calgary .....	7.85	7.45	5.65
Edmonton .....	7.85	7.40	5.40
Prince Albert .....	7.85	7.35	5.70
Moose Jaw .....	7.50	7.50	5.75
Saskatoon .....	7.35	7.35	5.60

##### GOOD LAMBS.

Toronto .....	\$ 6.50	\$ 6.50	\$ 6.50
Montreal .....	6.25	6.00	5.85
Winnipeg .....	5.50	5.00	5.00
Calgary .....	4.60	4.60	4.10
Edmonton .....	4.85	4.50	4.15
Prince Albert .....	4.00	.....	3.25
Moose Jaw .....	4.50	4.25	4.25
Saskatoon .....	4.00	3.75	3.75

#### SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended October 20, 1934.

##### CATTLE.

	Week ended Oct. 20.	Prev. week.	Cor. week, 1933.
Chicago .....	44,241	36,589	36,631
Kansas City .....	56,625	50,734	50,570
Omaha .....	28,198	17,100	25,222
East St. Louis .....	19,207	18,165	22,506
St. Joseph .....	10,206	13,754	8,368
St. Louis .....	16,116	12,430	11,650
Wichita .....	2,412	3,237	2,557
Fort Worth .....	5,671	5,911	4,260
Philadelphia .....	3,467	2,794	2,139
Indianapolis .....	1,704	1,868	2,191
New York & Jersey City	10,434	10,347	10,275
Oklahoma City .....	8,294	7,856	5,101
Cincinnati .....	5,415	5,648	4,968
Denver .....	6,833	8,472	4,247
St. Paul .....	16,793	15,380	12,557
Milwaukee .....	5,396	4,830	5,876
Total .....	240,925	212,064	186,912

##### HOGS.

Chicago .....	114,430	74,433	79,503
Kansas City .....	32,702	43,257	33,585
Omaha .....	34,065	27,435	17,193
East St. Louis .....	34,983	26,003	19,015
St. Joseph .....	27,832	31,624	18,183
St. Louis .....	20,699	16,204	8,064
Wichita .....	5,529	7,002	6,067
Fort Worth .....	5,345	5,613	2,938
Philadelphia .....	18,250	16,103	17,871
Indianapolis .....	20,727	13,365	10,235
New York & Jersey City	48,610	47,734	46,987
Oklahoma City .....	4,293	30,758	4,042
Cincinnati .....	16,224	10,924	13,222
Denver .....	4,962	8,616	3,412
St. Paul .....	36,384	30,758	19,174
Milwaukee .....	14,680	12,614	12,627
Total .....	459,747	408,348	312,138

##### SHEEP.

Chicago .....	54,254	58,751	55,773
Kansas City .....	55,351	67,946	25,061
Omaha .....	43,308	78,564	27,347
East St. Louis .....	9,534	10,714	8,990
St. Joseph .....	18,490	28,198	16,898
St. Louis .....	41,845	13,036	12,720
Wichita .....	681	583	3,870
Fort Worth .....	3,859	3,704	3,248
Philadelphia .....	7,010	7,920	9,246
Indianapolis .....	2,967	2,521	2,168
New York & Jersey City	69,946	72,507	75,936
Oklahoma City .....	9,199	6,594	8,890
Cincinnati .....	2,271	2,990	2,427
Denver .....	34,511	26,252	20,139
St. Paul .....	63,125	59,554	27,661
Milwaukee .....	2,389	2,070	1,655
Total .....	418,760	443,074	296,964

#### NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended Oct. 20, 1934:

	*Cattle.	Calves.	Hogs.	Sheep.
Jersey City .....	4,672	10,133	4,926	34,207
Central Union .....	2,289	1,158	.....	13,940
New York .....	1,189	2,429	13,625	9,573
Total .....	8,150	13,720	18,551	57,731
Previous week .....	8,721	14,378	16,264	74,345
Two weeks ago.....	8,939	14,304	16,272	52,848

\*Includes 444 cattle bought for F. S. R. C.

#### CALIF. INSPECTED SLAUGHTERS.

Animals slaughtered under state inspection in California in Sept., 1934:

Cattle .....	51,290
Calves .....	30,965
Hogs .....	43,322
Sheep .....	86,852

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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, October 20, 1934, with comparisons, are reported to The National Provisioner as follows:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,528	3,444	6,068
Swift & Co.	5,371	2,941	10,251
Morris & Co.	3,790	.....	6,209
Wilson & Co.	4,762	5,762	4,798
Anglo-Amer. Prov. Co.	1,405	.....	.....
G. H. Hammond Co.	2,869	2,075	2,811
Shippers	27,269	16,219	17,567
Others	16,954	29,286	1,853
Brennan Pkg. Co., 4,256 hogs; Hygrade Food Products Corp., 1,388 hogs; Agar Pkg. Co., 3,161 hogs.			
Total	87,897	11,729	68,532
Not including 3,613 cattle, 1,511 calves, 61,408 hogs and 25,275 sheep bought direct.			

### KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	9,454	9,284	10,629
Cudahy Pkg. Co.	8,310	2,443	2,347
Morris & Co.	2,464	1,579	2,811
Swift & Co.	4,233	2,022	6,247
Wilson & Co.	3,587	2,327	3,789
Independent Pkg. Co.	.....	.....	312
Others	9,707	1,213	4,725
Total	37,757	18,868	23,311

### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	5,330	9,032	2,375
Cudahy Pkg. Co.	6,323	6,481	5,713
Dold Pkg. Co.	843	6,208	.....
Morris & Co.	2,938	2,161	456
Swift & Co.	7,903	6,898	4,441
Others	.....	17,883	.....
Eagle Pkg. Co., 7 cattle; Geo. Hoffman Pkg. Co., 21 cattle; Grt. Omaha Pkg. Co., 74 cattle; Omaha Pkg. Co., 66 cattle; J. Roth & Sons, 17 cattle; So. Omaha Pkg. Co., 47 cattle; Lincoln Pkg. Co., 419 cattle; Nagle Pkg. Co., 115 cattle; Sinclair Pkg. Co., 69 cattle; Wilson & Co., 193 cattle.			
Total	24,165	48,173	12,985
Not including 2,163 cattle, 2,884 calves, 33,545 hogs and 2,781 sheep bought direct.			

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,637	1,756	6,830	4,703
Swift & Co.	4,212	3,119	6,400	3,615
Morris & Co.	1,351	1,800	1,150	.....
Hunter Pkg. Co.	1,491	.....	2,214	481
Hell Pkg. Co.	.....	.....	1,687	.....
Krey Pkg. Co.	.....	429	1,296	.....
Laclede Pkg. Co.	9,591	3,686	24,934	4,751
Shippers	2,024	395	11,260	735
Others	.....	.....	.....	.....
Total	21,728	10,760	59,917	14,285
Not including 2,163 cattle, 2,884 calves, 33,545 hogs and 2,781 sheep bought direct.				

### ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Krey Pkg. Co.	.....	.....	480	.....
Sieloff Pkg. Co.	.....	9	919	67
Swift & Co.	.....	.....	279	.....
Laclede Pkg. Co.	.....	9	459	.....
Sokolik Pkg. Co.	93	48	.....	42
Glazier Pkg. Co.	3	18	.....	12
Shippers	.....	100	752	476
Others	452	122	75	.....
Total	598	306	2,956	597

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,937	838	14,543	5,095
Armour & Co.	3,743	947	13,319	13,395
Others	2,409	203	3,052	805
Total	9,549	1,988	30,914	19,355

### SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	5,400	848	8,055	5,022
Armour and Co.	4,201	840	8,542	34,333
Swift & Co.	3,089	844	4,083	2,490
Shippers	2,640	.....	7,921	1,852
Others	883	11	19	.....
Total	16,213	2,543	28,620	43,697

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,338	743	1,717	8,882
Wilson & Co.	2,647	1,967	1,780	317
Others	276	33	523	.....
Total	5,261	2,743	4,020	9,199

Not including 77 cattle, 183 calves, and 273 hogs bought direct; also 1,112 cattle, 1,101 calves and 8,535 sheep bought for government account.

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,102	681	2,320	679
Dold Pkg. Co.	222	114	1,554	.....
Wichita D. B. Co.	27	.....	.....	.....
Dunn-Ostertag	57	.....	.....	.....
Fred W. Dold	96	.....	180	2
Sunflower Pkg. Co.	81	.....	130	.....
Total	1,585	795	4,184	681

Not including 32 cattle and 1,345 hogs bought direct and 2,657 cattle and 260 calves bought for state and government relief commissions.

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,301	1,749	2,627	7,617
Swift & Co.	1,059	228	2,288	10,680
Others	1,269	218	1,566	9,937
Total	5,569	2,195	6,481	28,234

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	3,287	5,042	15,575	2,125
Swift & Co., Chi.	.....	.....	.....	482
United D. B. Co.	36	.....	.....	.....
Omaha Pkg. Co., Chi.	223	.....	.....	.....
The Layton Co.	.....	692	.....	.....
R. Gumz & Co.	63	.....	47	24
Armour & Co., Mil.	844	2,641	.....	.....
Armour & Co., Chi.	595	.....	.....	.....
N. Y. Butchers D. M.	40	.....	.....	.....
Shippers	375	5	190	47
Others	801	449	21	259
Total	6,264	8,137	16,525	2,937

Not including 242 cattle and 5 calves bought for state relief commission.

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	5,596	4,044	14,732	13,573
Cudahy Pkg. Co.	1,234	1,323	.....	.....
Swift & Co.	7,746	6,104	21,652	25,805
United Pkg. Co.	2,692	170	.....	.....
Others	4,072	6	7,405	9,676
Total	20,740	11,647	43,789	49,054

Not including 95 cattle, 1,464 calves and 23,747 sheep bought for government account.

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingman & Co.	1,654	698	10,054	2,899
Armour and Co.	1,244	83	1,648	.....
Hilgemoer Bros.	.....	.....	918	.....
Brown Bros.	139	20	159	13
Stumpf Bros.	.....	.....	111	.....
Indiana Prov. Co.	15	18	183	.....
Meier Pkg. Co.	99	8	208	.....
Schussler Pkg. Co.	25	8	278	.....
Maass-Hartman Co.	49	14	.....	.....
Art Wabnitz	10	65	.....	35
Shippers	1,635	1,978	18,862	8,150
Others	1,008	245	686	584
Total	6,479	3,131	39,107	11,681

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son	.....	.....	.....	388
Ideal Pkg. Co.	.....	.....	433	.....
E. Kahn's Sons Co.	2,071	236	6,092	1,215
Kroger G. & B. Co.	.....	.....	.....	.....
J. Lorey Pkg. Co.	4	.....	261	.....
H. H. Meyer Pkg. Co.	33	48	3,752	.....
A. Sander Pkg. Co.	4	.....	.....	.....
J. Schlachter's Sons.	206	156	.....	65
J. & F. Schroth Pkg.	15	.....	2,932	.....
John F. Stegner & Co.	491	282	.....	88
Shippers	430	476	4,625	2,205
Others	1,642	629	235	329
Total	4,096	1,827	18,330	4,290

Not including 1,218 cattle, 30 calves, 309 hogs and 364 sheep bought direct.

### RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Oct. 20, 1934, with comparisons:

### \*CATTLE.

	Week ended Oct. 20.	Prev. week.	Cor. week, 1933.
Chicago	67,897	68,527	53,735
Kansas City	37,757	38,017	25,094
Omaha	24,165	23,968	24,051
East St. Louis	21,728	26,306	19,415
St. Louis	598	728	832
St. Joseph	9,549	10,285	8,850
Sioux City	16,213	13,020	13,860
Oklahoma City	5,261	5,281	3,810
Wichita	1,585	2,173	1,860
Denver	5,569	5,744	3,830
St. Paul	6,264	20,771	14,962
Milwaukee	20,740	5,741	3,992
Indianapolis	6,479	8,118	5,719
Cincinnati	4,066	4,427	3,596
Total	228,771	231,106	183,576

\*Total government purchases of cattle and calves in drought area up to Oct. 20, inclusive, as reported by F. S. R. C., 6,790,743 head. Total shipments, 4,165,605 head.

### HOGS.

	Week ended Oct. 20.	Prev. week.	Cor. week, 1933.
Chicago	68,532	53,171	52,341
Kansas City	23,311	22,598	16,846
Omaha	48,173	41,719	28,313
East St. Louis	59,917	52,577	35,700
St. Louis	2,956	3,185	3,023
St. Joseph	30,914	30,412	21,340
Sioux City	28,620	20,890	16,243
Oklahoma City	4,020	4,937	4,042
Wichita	4,184	5,096	4,108
Denver	6,481	7,634	3,412
St. Paul	16,525	37,656	19,708
Milwaukee	43,789	14,024	12,584
Indianapolis	39,107	30,388	36,162
Cincinnati	18,330	16,977	17,493
Total	395,859	341,864	271,325

### SHEEP.

	Week ended Oct. 20.	Prev. week.	Cor. week, 1933.
Chicago	46,546	100,436	50,773
Kansas City	55,381	69,346	25,061

Omaha	12,985	12,607	22,430
East St. Louis	14,285	22,212	11,462
St. Louis	597	802	1,062
St. Joseph	19,355	23,631	10,251
Sioux City	43,697	15,983	20,471
Oklahoma City	9,199	6,594	839
Wichita	681	593	870
Denver	28,234	68,597	26,139
St. Paul	4,987	50,279	33,293
Milwaukee	49,054	3,201	5,186
Indianapolis	11,681	11,023	7,948
Cincinnati	4,290	2,010	4,596
Total	345,468	385,614	219,869

Total government purchases of sheep up to Oct. 20, inclusive, as reported by F. S. R. C., 2,990,938 head. Shipment, 816,999 head.

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 15	31,421	5,000	26,616	20,909
Tues., Oct. 16	10,530	2,327	22,593	11,178
Wed., Oct. 17	12,303	2,014	27,101	15,590
Thurs., Oct. 18	9,569	1,565	22,829	10,750
Fri., Oct. 19	3,466	683	19,910	4,277
Sat., Oct. 20	1,800	400	9,000	3,000
Total this week	69,109	11,989	128,119	65,502
Previous week	59,399	16,068	100,052	86,400
Year ago	56,370	7,713	87,068	71,919
Two years ago	51,915	11,065	107,063	69,467

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 15	8,075	218	5,840	3,215
Tues., Oct. 16	5,700	299	2,279	3,931
Wed., Oct. 17	6,820	138	2,757	6,297
Thurs., Oct. 18	2,939	462	1,829	3,379
Fri., Oct. 19	1,567	24	2,807	35
Sat., Oct. 20	1,000	100	500	500
Total this week	26,131	1,241	16,102	17,375
Previous week	19,293	1,273	12,558	19,394
Year ago	19,983	481	10,283	17,337
Two years ago	17,129	1,200	10,886	25,210

Total receipts for month and year to Oct. 20, with comparisons:

	October 1934.	October 1933.	Year 1934.	Year 1933.
Cattle	185,715	149,823	2,206,022	1,639,959
Calves	38,892	21,736	625,235	590,010
Hogs	312,044	278,662	4,992,481	4,674,833
Sheep	278,714	231,233	2,397,411	2,860,210



# RECEIPTS AT CENTERS

SATURDAY, OCTOBER 20, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	1,300	9,000	300
Kansas City	4,000	600	1,800
Omaha	500	1,200	5,000
St. Louis	200	200	100
St. Joseph	150	3,000	2,500
Sioux City	300	800	5,000
St. Paul	3,200	900	12,000
Fort Worth	300	200	1,800
Denver	300	400	8,000
Louisville	300	400	400
Wichita	900	400	400
Indianapolis	200	3,000	200
Pittsburgh	200	900	100
Cincinnati	500	1,500	400
Buffalo	200	500	100
Oklahoma City	100	300	....

MONDAY, OCTOBER 22, 1934.

Chicago	23,000	24,000	19,000
Kansas City	23,000	6,000	9,000
Omaha	15,800	11,000	9,500
St. Louis	7,200	12,500	2,500
St. Joseph	3,500	8,500	3,000
Sioux City	10,000	5,500	9,000
St. Paul	15,500	8,500	36,000
Fort Worth	2,600	800	3,500
Milwaukee	1,100	3,000	400
Denver	13,500	4,800	17,800
Louisville	200	400	800
Wichita	1,400	400	400
Indianapolis	1,000	7,100	1,000
Pittsburgh	1,200	2,300	2,000
Cincinnati	2,200	4,300	500
Buffalo	2,400	7,300	6,600
Cleveland	1,300	1,800	2,500
Nashville	200	300	400
Oklahoma City	1,500	600	400

Government cattle: Chicago, 3,000; Kansas City, 2,000; Omaha, 300; St. Louis, 2,200; St. Joseph, 200; Sioux City, 400 and 100 at St. Paul.  
Government calves: Chicago, 1,000; Kansas City, 500; Omaha, 100; St. Paul, 200.  
Government sheep: Kansas City, 2,000; Omaha, 5,000; Sioux City, 2,000; and St. Paul, 3,000.

TUESDAY, OCTOBER 23, 1934.

Chicago	11,000	22,000	12,000
Kansas City	9,000	4,500	6,000
Omaha	7,000	9,500	4,500
St. Louis	4,500	13,500	2,000
St. Joseph	2,000	6,500	2,000
Sioux City	3,500	6,600	6,500
St. Paul	3,000	9,000	5,000
Fort Worth	1,900	500	500
Milwaukee	1,300	3,000	600
Denver	2,400	800	11,700
Louisville	300	500	500
Wichita	1,000	300	500
Indianapolis	2,000	8,000	2,000
Pittsburgh	100	800	300
Cincinnati	800	4,000	600
Buffalo	100	100	2,000
Cleveland	300	600	400
Nashville	400	600	400
Oklahoma City	1,100	800	200

Government cattle: Chicago, 1,000; Kansas City, 2,000; St. Louis, 1,000.  
Government calves: Chicago, 1,000; Kansas City, 1,000.  
Government sheep: Kansas City, 1,200; Sioux City, 2,200.

WEDNESDAY, OCTOBER 24, 1934.

Chicago	11,300	23,000	12,000
Kansas City	6,500	3,500	5,000
Omaha	7,700	10,500	8,000
St. Louis	1,500	2,500	2,500
St. Joseph	1,800	3,800	1,500
Sioux City	4,500	5,000	3,500
St. Paul	4,300	10,700	9,500
Fort Worth	1,700	500	300
Milwaukee	1,200	600	1,200
Denver	1,000	800	14,200
Louisville	300	500	300
Wichita	1,200	500	500
Indianapolis	1,000	10,000	2,000
Pittsburgh	100	1,500	800
Cincinnati	1,200	3,500	1,000
Buffalo	400	1,600	600
Cleveland	400	500	1,800
Nashville	100	500	400
Oklahoma City	1,200	600	100

Government cattle: Chicago, 300; Kansas City, 1,000; Omaha, 200; St. Louis, 1,600; Sioux City, 400 and St. Paul, 500.  
Government calves: Chicago, 100; Kansas City, 500; St. Paul, 700; St. Louis, 3,500.  
Government sheep: Kansas City, 1,000; Omaha, 500; Sioux City, 700; St. Paul, 3,500.

THURSDAY, OCTOBER 25, 1934.

Chicago	8,000	23,000	8,000
Kansas City	4,500	4,000	9,500
Omaha	5,000	9,000	5,500
St. Louis	4,000	7,500	1,300
St. Joseph	1,700	5,000	2,700
Sioux City	4,500	5,500	7,500
St. Paul	5,300	8,000	12,500
Fort Worth	1,300	500	1,300
Milwaukee	1,400	2,200	400
Denver	1,200	1,200	13,500
Louisville	200	500	400
Wichita	1,000	500	500
Indianapolis	1,000	6,000	1,500
Pittsburgh	100	2,500	1,300
Cincinnati	600	3,000	600
Buffalo	1,200	1,100	600
Cleveland	300	600	2,000
Nashville	200	500	300
Oklahoma City	1,200	1,000	200

# LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets, Thursday, Oct. 25, 1934:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs excluded):					
Lt. lt. (140-160 lbs.) gd.-ch.	\$3.75@4.65	\$4.40@5.10	\$3.50@4.40	\$3.50@4.05	\$3.50@4.80
Lt. wt. (160-180 lbs.) gd.-ch.	4.50@5.15	4.90@5.40	4.00@5.00	4.15@5.15	4.45@4.85
(180-200 lbs.) gd.-ch.	4.75@5.50	5.25@5.85	4.65@5.30	4.75@5.40	4.70@5.10
Med. wt. (200-220 lbs.) gd.-ch.	5.10@5.70	5.55@5.70	5.00@5.50	5.30@5.50	5.00@5.35
(220-250 lbs.) gd.-ch.	5.35@5.80	5.65@5.75	5.30@5.50	5.30@5.50	5.25@5.35
Hvy. wt. (250-280 lbs.) gd.-ch.	5.50@5.80	5.65@5.75	5.30@5.50	5.30@5.50	5.25@5.35
(280-350 lbs.) gd.-ch.	5.45@5.80	5.60@5.70	5.20@5.40	5.30@5.50	5.10@5.35
(350-425 lbs.) good.	5.15@5.35	4.85@5.10	5.00@5.10	4.85@5.10	4.85@5.10
(425-550 lbs.) good.	5.00@5.25	4.75@5.00	4.80@5.05	4.75@4.90	4.75@5.00
(425-550 lbs.) medium.	4.85@5.15	4.65@4.90	4.80@5.00	4.60@4.80	4.60@4.90
(275-550 lbs.) medium.	4.00@5.15	4.00@4.85	3.75@5.00	4.00@4.80	3.85@4.90
Sltr. pigs (108-130 lbs.) gd.-ch.	2.75@3.75	3.00@4.25	2.25@3.50	2.50@3.25	2.25@3.50
Av. cut & wt. Wed. (pigs excl.)	5.46-223 lbs.	5.20-205 lbs.	5.14-223 lbs.	5.15-235 lbs.	.....

Sltr. cattle, calves & weaners:

STEERS:					
(550-900 lbs.) choice	7.00@8.00	7.00@8.00	6.00@7.75	6.25@8.25	6.50@7.85
Good	5.75@7.50	5.75@7.50	5.50@7.25	5.00@7.40	5.50@7.25
Medium	4.50@5.75	4.00@6.00	4.00@5.25	3.50@5.00	4.15@5.75
Common	2.75@4.50	3.25@4.25	2.50@4.25	2.00@3.75	2.35@4.25

STEERS:					
(900-1,100 lbs.) choice	7.50@8.50	7.50@8.25	7.25@8.50	7.40@8.50	7.50@8.35
Good	5.75@7.75	6.00@7.75	5.25@7.75	5.65@7.05	5.75@7.50
Medium	4.50@5.75	4.25@6.25	4.25@5.75	3.75@6.15	4.25@5.75
Common	3.00@4.75	3.50@4.50	2.50@4.50	2.50@3.85	2.50@4.50

STEERS:					
(1,100-1,300 lbs.) choice	8.00@9.50	7.75@8.50	7.75@9.00	7.65@8.75	7.65@8.75
Good	6.00@8.75	6.25@8.50	5.75@8.00	6.15@8.00	5.75@8.00
Medium	5.00@6.75	4.50@6.50	4.25@6.25	3.85@6.25	4.50@6.35

STEERS:					
(1,300-1,500 lbs.) choice	9.00@9.75	8.00@8.75	8.25@9.00	8.00@8.75	8.00@9.00
Good	6.75@9.00	6.50@8.00	6.25@8.25	6.40@8.00	6.35@8.00

HEIFERS:					
(550-750 lbs.) choice	7.00@8.00	6.75@7.50	6.50@7.50	6.65@7.35	6.25@7.50
Good	5.25@7.00	5.75@6.75	5.00@6.50	5.00@6.05	4.85@6.50
Com-med.	2.75@5.25	2.75@5.25	2.25@5.50	2.25@5.00	2.20@5.00

HEIFERS:					
(750-900 lbs.) gd.-ch.	5.25@8.25	.....	5.25@7.75	5.00@7.50	5.00@7.65
Com-med.	3.00@5.25	.....	2.25@5.25	2.25@5.00	2.35@5.00

COWS:					
Good	3.25@4.75	3.25@4.25	3.00@4.00	3.00@4.00	3.00@3.85
Com-med.	2.75@3.25	2.50@3.25	2.40@3.00	2.35@3.00	2.15@3.00
Low-cut-cut.	1.75@2.75	1.25@2.50	1.75@2.40	1.50@2.35	1.25@2.25

BULLS:					
(Yr. ex.) (beef) good	3.00@4.00	3.15@3.60	2.85@3.50	2.85@3.15	2.85@3.25
Cut-med.	2.00@3.35	2.00@3.15	1.65@2.85	1.75@2.85	1.75@3.00

VEALERS:					
Gd.-ch.	6.00@7.25	6.25@7.25	5.00@6.00	5.00@7.00	4.50@6.00
Medium	5.00@6.00	4.50@6.25	4.00@5.00	3.00@5.00	3.50@4.50
Cull-com.	4.00@5.00	1.50@4.50	3.00@4.00	2.00@3.00	1.25@3.50

CALVES:					
(250-500 lbs.) gd.-ch.	4.00@7.25	5.50@6.75	3.50@5.75	3.50@6.00	3.25@6.25
Com-med.	3.00@4.00	2.50@5.50	2.25@3.50	2.00@3.50	1.75@3.25

Sltr. Sheep and Lambs:					
(90 lbs. down) gd.-ch.	6.25@6.85	6.50@7.00	6.00@6.40	6.00@6.50	6.00@6.50
Com-med.	5.50@6.35	4.00@6.50	4.50@6.00	4.00@6.00	4.25@6.00

YEARLING WETHERS:					
(90-130 lbs.) gd.-ch.	5.50@5.85	5.25@5.75	4.50@5.00	5.00@5.50	4.50@5.00
Medium	4.50@5.60	4.50@5.25	4.00@4.50	4.00@5.00	3.75@5.50

EWES:					
(90-120 lbs.) gd.-ch.	1.75@2.35	2.00@2.50	1.75@2.50	1.75@2.25	1.75@2.25
(120-150 lbs.) gd.-ch.	1.65@2.25	1.75@2.25	1.50@2.25	1.50@2.00	1.25@2.25
(All weights) com-med.	1.50@1.90	1.25@2.00	.50@1.75	1.00@1.75	.75@1.75

\*Quotations based on ewes and wethers.

\*\*Based on late sales Wednesday.

Government cattle: Chicago, 1,000; Kansas City, 1,000; Omaha, 100; St. Louis, 1,200; Sioux City, 300; St. Paul, 600. Government calves: Chicago, 300; St. Paul, 300. Government sheep: Kansas City, 500; Omaha, 500; Sioux City, 4,000; St. Paul, 1,500.					
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FRIDAY, OCTOBER 26, 1934.

Chicago	3,000	16,000	11,000
Kansas City	2,500	2,800	5,800
Omaha	2,800	7,000	3,500
St. Louis	1,600	8,500	1,200
St. Joseph	1,100	6,000	2,000
Sioux City	1,200	5,500	6,500
St. Paul	6,500	10,000	48,500
Fort Worth	2,300	700	3,300
Denver	1,000	1,500	3,600
Wichita	400	700	100
Indianapolis	1,100	8,000	1,000
Pittsburgh	100	500	400
Cincinnati	1,000	3,700	500
Buffalo	500	3,600	1,200
Oklahoma City	1,300	1,000	300

Government cattle: Chicago, 1,000; Kansas City, 1,500; Omaha, 300; St. Louis, 600; St. Joseph, 100; St. Paul, 300.  
Government sheep: Kansas City, 300; Sioux City, 3,500; St. Paul, 35,000.

# LOSSES FROM BRUISES.

Are your men posted on the abuses that cost money in handling live hogs? Have them read chapter 1 of "PORK PACKING," The National Provisioner's latest book.

# DROUGHT RELIEF PURCHASES.

Over 9 million head of livestock have been purchased by the government in drought relief areas since the inauguration of this campaign on June 6. Up to October 17 there were 1,184 counties in 23 states designated as "emergency relief counties."

Of the total livestock purchase through October 12, cattle and calves constituted 6,573,554 head and sheep 2,504,666 head. The cattle and calf purchase totaled 31.5 per cent of the inventory on the farms and ranches involved and the sheep purchases about 12 per cent. Condemnations of cattle and calves on farms increased to 1,025,204 head or 15.1 per cent of the number purchased. More than half of the sheep bought were condemned on farms, the number totaling 1,510,291 head.

Cattle comprised 76 per cent of the total cattle and calves purchased and calves 24 per cent. The average price paid for all cattle, including calves, was \$13.50 per head. Total shipment to packing plants and grazing areas amounted to 4,011,495 head.

## STORING RELIEF HIDES.

Bids for the storage of cured hides and skins have been asked by the Federal Surplus Relief Corporation under schedule 106, to be opened November 2. All grades of hides and skins are to be stored according to the grades received. Storage facilities must meet B. A. I. inspection.

Invitation is given to bid on four lots. Under lot 334, bids are desired for the storage of cured hides and calf skins in the original pack for a 30-day period or part thereof; under lot 335, bids are to be for the storage of cured bundled hides and skins in cold storage with the temperature maintained at 32 to 36 degs. F. for the first 30 days and each 30-day period thereafter. Lot 336 covers the storage of cured bundled hides and skins at temperatures at 40 to 45 degs. F., and under lot 337, storage in suitable unrefrigerated cellars of cured bundled hides and skins each for like periods. Cellars must be in a building constructed of brick and/or concrete, with concrete floor having suitable pitch and sufficient drainage. The space must not be drafty but should have sufficient ventilation to prevent condensation and dripping. It shall be weather tight and not liable under any circumstances to flood. Storage space exposed to direct sunlight is unsuitable, but should be provided with artificial light.

All charges involved in preparing and loading the hides and skins for shipment f.o.b. contractor's plant are to be included in the bid. Shipping information, including the name of the railroad serving the contractor and whether or not reciprocal switching is in effect and if not whether the shipments are loaded on team track or industrial track, must be furnished.

## EXPORT TRADE AND TARIFFS.

(Continued from page 13.)

unfavorable trade balance which most countries have with the United States also have been factors in the decline in our export trade.

I am inclined to doubt that, in the long run, we can export unless we import to a somewhat similar degree or remit to our foreign customers through tourists or the sending of money by immigrants to relatives abroad. Of course, some particular nation may continue to take more from us than we take from it, but the tendency probably will be for that nation to sell more and buy less from some other nation so that in the end an approximate balance of trade will be struck.

## Government Aid for Exports.

Our government has been taking steps which we all hope will lead to improved international trade. There can be no doubt that the restrictions placed on international trade by the

nations of the world have curtailed exports greatly, although, in my opinion, the desire of nations to achieve a high degree of self-sufficiency has been the primary factor.

Before our export trade can be improved, it is obvious that such obstacles as I have mentioned must be removed. That is a task which the administration has undertaken through negotiations of an international character.

Bargaining tariffs on a give and take basis seem to be necessary, and the only visible solution of that obstacle to foreign trade. As usual, however, the individual wishes to see such concessions made only on some other commodities than those which he produces or sells. Under such bargaining tariffs, quotas and exchange restrictions will of course practically disappear.

## Transportation Is Important.

The promotion and obtaining of foreign trade is most emphatically dependent on transportation. Our merchant marine should be encouraged and continued. It is vital that we control our carrying facilities across the seas and this is most of all a matter of concern to our producers of agricultural commodities—the farmers.

Time will tell how well or how poorly we learned our war-time lesson when we had such commodities piled up at our seaboard and were unable to make deliveries of them to our waiting customers abroad. Tramp ships of doubtful fitness and irregular in operation were a tremendous handicap, and one that we should make every effort and provision to avoid in future.

## DANUBE EXPORTS MORE LARD.

Lard exports from the Danube basin in August reached 2,976,000 lbs., against 997,000 lbs. a year earlier. This is the largest shipment for any month in 1933 or 1934. Total exports for the period January-August, 1934, reached 11,395,000 lbs. against 8,348,000 lbs. in the corresponding 1933 period. Exports on an increased scale began in May, 1934 as a result of a new German-Hungarian trade agreement under which Germany is to take 2,050,000 lbs. of Hungarian lard monthly to December 31, next. Hungary also has recently made a trade agreement with Czechoslovakia involving lard shipments to the latter country. As a result of the increased slaughter for lard production, the disposition of pork has engaged the attention of the Hungarian government. Yugoslavia also is showing added interest in exporting lard, having secured a small part of the German business.

## SOURCE OF SLAUGHTER.

Following are figures giving the source of purchase of livestock slaughtered under federal inspection for August, 1934, with comparisons:

### STOCKYARDS.

	Aug., 1934.	July, 1934.	Aug., 1933.
Cattle .....	746	602	85.94
Calves .....	374	301	76.28
Hogs .....	1,627	1,977	57.75
Sheep and lambs .....	1,159	993	80.04
Cattle .....	148	167	14.06
Calves .....	135	165	23.72
Hogs .....	1,014	1,346	42.22
Sheep and lambs .....	334	301	19.06

## N. Y. HIDE FUTURE PRICES.

Saturday, Oct. 20, 1934—Old Contracts—Close: Dec. 6.60n; Mar. 6.75n; sales none. Closing unchanged to 5 lower.

Standard—Close: Dec. 7.60@7.75; Mar. 7.94@8.00; June 8.24@8.27; Sept. 8.45@8.55; sales 2 lots. Closing 4 higher to 1 lower.

Monday, Oct. 22, 1934—Old Contracts—Close: Dec. 6.50n; Mar. 6.65n; sales none. Closing 10 lower.

Standard—Close: Dec. 7.35 sale; Mar. 7.80@7.85; June 8.10 sale; Sept. 8.40 sale; sales 25 lots. Closing 5@25 lower.

Tuesday, Oct. 23, 1934—Old Contracts—Close: Dec. 6.60n; Mar. 6.75n; sales none. Closing 10 higher.

Standard—Close: Dec. 7.50@7.65; Mar. 7.85n; June 8.15@8.17; Sept. 8.43 sale; sales 18 lots. Closing 3@15 higher.

Wednesday, Oct. 24, 1934—Old Contracts—Close: Dec. 6.65n; Mar. 6.80n; sales none. Closing 5 higher.

Standard—Close: Dec. 7.60@7.75; Mar. 7.96 sale; June 8.25@8.26; Sept. 8.55 sale; sales 36 lots. Closing 10@12 higher.

Thursday, Oct. 25, 1934—Old Contracts—Close: Dec. 6.55n; Mar. 6.70n; sales none. Closing 10 lower.

Standard—Close: Dec. 7.57@7.65; Mar. 7.85@7.90; June 8.15@8.16; Sept. 8.40@8.50; sales 55 lots. Closing 3@15 lower.

Friday, Oct. 26, 1934—Old Contracts—Close: Dec. 6.50n; Mar. 6.65n; sales none. Closing 5 lower.

Standard—Close: Dec. 7.50 sale; Mar. 7.79@7.81; June 8.10 sale; Sept. 8.40n; sales 31 lots. Closing unchanged to 7 lower.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended October 20, 1934, were 6,665,000 lbs.; previous five days, 5,442,000 lbs.; same week last year, 3,469,000 lbs.; January 1 to October 20 this year, 190,832,000 lbs.; same period a year ago, 184,198,000 lbs.

Shipments of hides from Chicago for the week ended October 20, 1934, were 9,271,000 lbs.; previous five days, 5,024,000 lbs.; same week last year, 3,179,000 lbs.; from January 1 to October 20 this year, 232,724,000 lbs.; same period a year ago, 211,891,000 lbs.

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Oct. 20, 1934:

Week ending:	New York.	Boston.	Phila.
Oct. 20, 1934.....	13,566	.....	.....
Oct. 13, 1934.....	8,064	.....	.....
Oct. 6, 1934.....	6,700	50	.....
Sept. 29, 1934.....	11,275	.....	.....
Oct. 21, 1933.....	726,843	46,277	40,238
Oct. 14, 1933.....	71,383	.....	.....
	82,274	.....	.....
	1,319,902	75,050	71,952

## KNOWLEDGE IN HOG BUYING.

Does your hog buyer know all he should about the hogs he buys? Wouldn't "PORK PACKING," The National Provisioner's newest book, be a good investment for you? Write for information.

# Hide and Skin Markets

Chicago.

**PACKER HIDES**—There was an active trade in packer hides this week at steady prices. The total movement is estimated around 150,000 hides, with practically all descriptions involved, and all packers active sellers. There is a possibility that a few more hides were moved quietly, or booked.

Around 80,000 of these were branded cows and extreme light Texas steers, and 17,000 or more light cows, the descriptions representing the bulk of holdings of the early heavy slaughter from drought sections. A good quantity of Aug. take-off moved, but a few Sept.-Oct. were included, as an inducement to buyers. Not all of the business was reported going to tanners, some being for Exchange delivery, but there has also been some trading of fair size lately for export shipment through eastern handlers.

The market is closing rather quiet, but it has undergone intermittent spells of quietness and activity recently, with demand following the rather narrow movement on the Hide Exchange, and the market appears to be fully steady. An advance of a half-cent was paid at New York for native steers.

About 9,000 native steers were reported at 9½¢, dating Aug.-Sept. and later, packers asking 10¢, following the advance at New York. About 14,000 extreme light native steers sold at 7¢, steady.

Several cars butt branded steers sold at 9¢; 7,000 Colorados were reported at 8½¢, steady. Heavy Texas steers last sold at 9¢. One packer sold 3,400 light Texas steers at 8¢, steady. Extreme light Texas steers moved with branded cows at 6½¢.

Total of 6,900 heavy native cows sold at 8¢, steady. Light native cows sold at 7¢ for about 17,000, including 10,000 reported going to an Exchange operator, destination unknown. About 80,000 branded cows were reported at 6½¢, steady, mostly Aug. but some later take-off included.

Native bulls sold last week at 6¢; branded bulls last sold at 5¢.

**SMALL PACKER HIDES**—Local small packer all-weights quoted nominally 6½¢@7¢ for natives and branded ½¢ less but inside prices usually represent buyers' paying limits, due to the competition of numerous offerings of outside small packer lots at a variety of prices from 5½¢@6¢, selected, for natives. The offerings of some outside small killers have increased enormously over their usual kill, due to slaughtering activities for various state relief agencies. Buyers are taking these hides readily but generally at their ideas of value.

Local small packer association early this week sold 800 native steers at 9½¢, 800 Colorados 8½¢, 800 heavy native cows 8¢, and 2,000 branded cows 6½¢, all steady prices; these were mostly Oct. hides but a few Sept. included.

Last trading on Pacific Coast, last

week in a limited way, was at 5½¢ for steers and 5¼¢ for cows, flat, f.o.b. shipping points; market about sold up on prior to Oct. take-off.

**FOREIGN WET SALTED HIDES**—Moderate trade in South American market at steady to slightly higher prices. About 6,000 Uruguay Nacional steers sold late last week to Russia equal to 10½¢, c.i.f. New York, with some scattered trading later on light hides. Early this week, 4,000 LaPlata steers sold equal to 9½¢, c.i.f. New York, followed by 5,000 LaBlancas same basis, steady with last week, and later 4,000 Wilson steers sold at 57 pesos or 9½¢, all going to Europe.

**COUNTRY HIDES**—There has been a fair demand for country extremes at 6¢, selected, delivered, but this appears to be top, although some ask ¼¢ more. The spread between country extremes and packer light cows has not narrowed any, due to the competition of outside small packer offerings occasioned by the heavier slaughter of cattle by such killers for state relief agencies. All-weights generally top at 5¢, trimmed, selected, delivered. Heavy steers and cows dull around 4½¢, nom. Buff weights slow and available at 5¢, trimmed. Bulls around 3¼¢@3½¢; glues 3½¢@3¾¢. All-weight branded about 4¢, flat, less Chicago freight.

**CALFSKINS**—Packers moved most of the Sept. production about three weeks back at 12½¢ for northern point heavies 9½/15-lb., 11½¢ for River point heavies, and 10½¢ for lights under 9½-lb. Unsold lots at a few scattered points offered at ½¢ more, or 13¢ for northern heavies and 11¢ for lights.

Car of Chicago city calfskins, 8/10-lb., sold early at 8½¢, the asked price, or ½¢ up; two cars 10/15-lb. sold early at 10¢, steady, and a later sale of a car at 10½¢ was reported but not generally accepted among the trade due to lack of confirmation. Outside cities, 8/15-lb., quoted around 9@9¼¢; mixed city and country lots 7½¢@8¢; straight countries about 6¼¢. Bidding 65¢, last trading price, for Chicago city light calf and deacons.

**KIPSKINS**—Some packers sold up on Sept. kipskins, others still holding a few over-weights and branded; last trading was at 9½¢ for northern natives. 8½¢ for northern over-weights, and 7¢ for branded. One small Sept. production offered ½¢ higher.

Chicago city kipskins quotable 8½¢ last paid and steady. Outside cities quoted 8@8¼¢; mixed city and country lots about 7½¢; straight countries 6@6½¢.

Packer Sept. regular slunks last sold in a good way at 55¢.

**HORSEHIDES**—Very little change in this market, with good city renderers quoted around \$2.25@2.50, to possibly a shade more and mixed city and country lots \$2.00@2.25.

**SHEEPSKINS**—Dry pelts quoted 9½¢@11½¢ for full wools, short wools half-price. Shearlings production for commercial channels continues very light, with a fairly good demand; sales

reported early at 45¢ for No. 1's, 35¢ for No. 2's, and 25¢ for clips, with sales reported later basis 45¢, 30¢, and 20¢, running mostly No. 1's; practically no No. 2's or clips coming on the market at present. Good No. 1's suitable for beaverizing purposes quoted from 55¢ to 75¢. A rather narrow market prevails on pickled skins; production light and demand somewhat limited, but market quoted around \$3.00 per doz., last trading price at Chicago. One sale at \$2.75 was reported in the eastern market but \$3.00 is generally quoted there for straight run. Packer lamb pelts generally held at \$1.00 per cwt. live lamb, or 70@80¢ each; outside small packer lambs 45¢@55¢ each.

New York.

**PACKER HIDES**—An advance of ½¢ was paid for native steers mid-week when couple cars Oct. native steers sold at 10½¢; one or two cars sold earlier at 10¼¢, and Oct. natives now fairly well cleaned up. One packer sold Oct. butt branded steers at 9¢, and Oct. Colorados at 8½¢, steady prices. Greater part of Oct. production has moved. All-weight cows last sold at 6½¢ for natives and ½¢ less for branded; native bulls last sold at 6¢.

**CALFSKINS**—Calfskin market appears fully steady. Collectors sold total of four cars early, 5-7's at 87½¢, 7-9's at \$1.05, and 9-12's at \$1.85, unchanged prices. Packers still delivering on earlier sales of 7-9's at \$1.15 and 9-12's at \$2.00. Last reported trade on 12/17-lb. kips was at \$2.50, for packers.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Oct. 26, 1934, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Oct. 26.	Prev. week.	Cor. week, 1933.
Spr. nat. ....	10 @ 10½¢	10 @ 10½¢	10 @ 10½¢
Hvy. nat. ....	9½ @ 10	9½ @ 10	9½ @ 10
Hvy. Tex. str. ....	9 @ 9	9 @ 9	9 @ 10
Hvy. butt brand'd	9 @ 9	9 @ 9	9 @ 10
Hvy. Col. str. ....	8½ @ 8½	8½ @ 8½	9½ @ 9½
Ex-light Tex. ....	8½ @ 8½	8½ @ 8½	8½ @ 8½
strs. ....	8½ @ 8½	8½ @ 8½	8½ @ 8½
Brnd'd cows. ....	8½ @ 8½	8½ @ 8½	8½ @ 8½
Hvy. nat. cows ....	8 @ 8	8 @ 8	8 @ 8½
Lat. nat. cows ....	7 @ 7	7 @ 7	7 @ 9
Nat. bulls. ....	6 @ 6	6 @ 6	6 @ 6
Brnd'd bulls. ....	5 @ 5	5 @ 5	5 @ 5
Calfskins ... 10½ @ 13	10½ @ 13	14½ @ 19	14½ @ 19
Kips, nat. ....	9½ @ 9½	9½ @ 9½	9½ @ 14
Kips, ov-wt. ....	8½ @ 8½	8½ @ 8½	12 @ 13
Kips, brnd'd. ....	7 @ 7	7 @ 7	9 @ 10
Slunks, reg. ....	55 @ 55	55 @ 55	70 @ 70
Slunks, hris. 35	40 @ 40	35 @ 40	40 @ 50

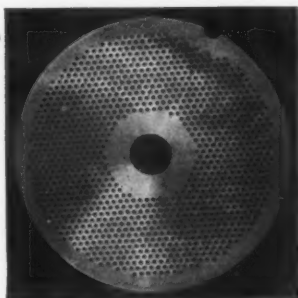
Light native, butt branded and Colorado steers 1¢ per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts. 6½ @ 7	6½ @ 7	6½ @ 7	8½ @ 8½
Branded .... 6 @ 6½	6 @ 6½	6 @ 6½	8 @ 8
Nat. bulls. .... 5½ @ 6	5½ @ 6	5½ @ 6	6 @ 6
Brnd'd bulls. .... 5 @ 5	5 @ 5	5 @ 5	6 @ 6
Calfskins .... 8½ @ 10	8 @ 10	12½ @ 13½	12½ @ 13½
Kips .... 8½ @ 8½	8½ @ 8½	12½ @ 13½	12½ @ 13½
Slunks, reg. 35	45 @ 45	30 @ 35	40 @ 45
Slunks, hris. 20	30 @ 30	20 @ 30	30 @ 35

COUNTRY HIDES.			
Hvy. steers. ....	4½ @ 4½	4½ @ 4½	6 @ 6½
Hvy. cows. ....	4½ @ 4½	4½ @ 4½	6 @ 6½
Buff. ....	5 @ 5	5 @ 5	7 @ 7½
Extremes ....	6 @ 6	6 @ 6	8 @ 8½
Bulls ....	3½ @ 3½	3 @ 3½	4 @ 4½
Calfskins ....	8½ @ 8½	8½ @ 8½	8 @ 8
Kips ....	6 @ 6	6 @ 6	8 @ 8
Light calf. ....	25 @ 25	25 @ 25	40 @ 50
Deacons ....	35 @ 35	25 @ 35	40 @ 50
Slunks, reg. ....	15 @ 15	15 @ 15	20 @ 20
Slunks, hris. ....	5 @ 5	5 @ 5	10 @ 10
Horsehides ... 2.00 @ 2.50	2.00 @ 2.50	2.75 @ 3.50	2.75 @ 3.50

SHEEPSKINS.			
Pkr. lambs. 70	80 @ 80	70 @ 80	1.30 @ 1.40
Sml. pkr. ....	45 @ 45	45 @ 45	1.10 @ 1.15
Pkr. shearings	45 @ 45	45 @ 45	80 @ 80
Dry pelts ... 9½ @ 11½	9½ @ 11½	15 @ 15	15 @ 15

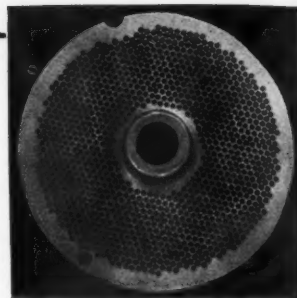




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Tapered Holes

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mer sausage*



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We Are Ready*

If you buy the best trimmings and keep them cold and keep them dry, we will guarantee to give you a seasoning that will hold the color a reasonable time and give you a flavor that will increase your sales

*Ask for*

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*that's blended for RESULTS!*

### **PORK SAUSAGE**

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CHICAGO, ILLINOIS.

SERVING  
THE MEAT PACKING INDUSTRY

# CHICAGO SECTION

Henry D. Tefft, head of the department of packinghouse practice, Institute of American Meat Packers, is enjoying a week's well-merited vacation.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 33,374 cattle, 17,799 calves, 51,054 hogs and 28,652 sheep.

T. P. Gibbons, hide sales dept., Cudahy Packing Co., Chicago, has returned to his desk after picking two weeks of ideal vacation weather in which to polish up his golf game.

Harold M. Toombs, master mechanic of Armour and Company, has been appointed a member of the executive committee of the refrigeration section of the National Safety Council.

Chas. F. Kamrath, who has been in Chicago designing plans for the construction of the new packing plant of the Idaho Meat Producers, Inc., Caldwell, Idaho, is returning to Idaho this coming week.

R. C. Pollock, general manager, National Live Stock and Meat Board, is in Kansas City this week attending the American Royal Livestock and Horse Show. Max O. Cullen of the Board was in charge of the meat exhibit there.

President Jay C. Hormel, Geo. A. Hormel & Co., Austin, Minn., spent a few days at French Lick Springs, Ind., following the packers' convention, at which he made a notable talk on packers' inventory methods.

H. A. Armstrong, on the public relations staff of the Institute of American Meat Packers, has gone to Minneapolis on a business trip. He will be gone about ten days and before returning will visit points in Nebraska, Kansas and Iowa.

Provision shipments from Chicago for the week ended Oct. 20, 1934, with comparisons, were reported as follows:

	Week Oct. 20.	Previous 5 Days.	Same Week '33.
Cured meats, lbs.	20,898,000	12,963,000	21,929,000
Fresh meats, lbs.	77,693,000	52,825,000	51,099,000
Lard, lbs.	9,943,000	4,914,000	8,632,000

Dr. D. J. Tilgner, of the Institute of Agricultural Technology, Warsaw, Poland, completed his visit to American packinghouses and his investigation of livestock and meat conditions in the United States this week, and is about to sail for home. He found much to aid him in his efforts to develop the ambitious program which his institution is carrying on.

## DEATH OF SAUSAGE EXPERT

Isaac Weinberg, president of the Avenue Market, Inc., Charleston, S. C., passed away on September 28. Mr. Weinberg had developed a retail business into a high-class sausage manufacturing and wholesale business, and his product was well-known throughout his territory.

## LIVESTOCK LEADER PASSES ON.

F. J. Hagenbarth, widely-known Western livestock leader and a familiar figure at many packers' conventions, died at his winter home in Santa Barbara, Calif., on October 20, at the age of 66 years. Funeral services were held on October 24, with interment in Salt Lake City.

Mr. Hagenbarth was one of the largest ranchers in the West, and was reputed to be the largest grower of wool sheep in the United States. At one time he owned over 2 million acres of land in Mexico where he ran some 33,000 head of cattle. He was president of the American National Livestock Association in 1910-11 and of the National Wool Growers' Association from 1913 to 1927. He was chairman of the Agricultural Advisory Committee during the war under Herbert Hoover as



HE WAS A COOPERATOR.

Frank J. Hagenbarth looked on the livestock and meat industries as one, and was always ready to help any movement for mutual betterment.

Food Administrator, and served the livestock industry in many capacities. Also he was vice president of the Portland Stock Yards Co. and of the San Francisco Stock Yards Company. He was engaged in the livestock and ranching business from 1887 to the time of his death.

Appearing on the program of a number of conventions of the meat packing industry, Mr. Hagenbarth did much to contribute to a better understanding on the part of the industry of the stockmen's problems, and at the same time carried back to his industry many of the less understood relationships of the meat industry.

## EXPORT VALUES HIGHER.

Reflecting the gradual rise in commodity prices, United States exports of agricultural products, exclusive of forest products, were valued at \$787,000,000 during the year ended June 30, 1934, compared with \$590,000,000 in 1932-33, according to the U. S. Bureau of Agricultural Economics.

These exports represented 39 per cent of the total exports in 1933-34 as compared with 42 per cent in 1932-33, indicating that the revival in value of exports of non-agricultural products was more pronounced than in that of exports of agricultural products, says the bureau. The value of all exports, agricultural and non-agricultural in 1933-34 totaled \$2,009,000,000 compared with \$1,413,000,000 the preceding year.

There was a continuation in the downward trend in exports of lard, oilseeds and oilseed products. Cottonseed oil is the most important item in the latter group. The 1933-34 exports of cottonseed oil totaled 23,000,000 pounds compared with 44,000,000 pounds the year before. Exports of lard in 1933-34 were 547,000,000 pounds compared with 560,000,000 pounds the year before.

Although the volume of exports of many farm products continued to decline, exports of several other products of which the United States also regularly produces an exportable surplus, increased. This was particularly true of pork products exclusive of lard.

Exports of pork products exclusive of lard amounted to 155,000,000 pounds as against 121,000,000 pounds in 1932-33. The increase was mainly in fresh pork, canned pork, and bacon. Although exports of pickled pork, bacon and cured hams and shoulders showed an increase over those for 1932-33, shipments were far below the pre-war average.

## HOGS PAY MOST TAX

Processing taxes on basic agricultural commodities, collected since July 1, 1934, total \$123,943,543.85. Of this amount paid in the present government fiscal year, \$50,821,123.32 represents the tax on hogs and pork products. This is the largest amount collected on any single commodity in this period.

Collections for September and for the fiscal year (beginning July 1, 1934) to date are as follows:

	Sept., 1934.	Total from July 1, 1934.
Hogs .....	\$16,521,175.20	\$50,821,123.32
Field corn .....	641,766.77	1,932,659.62
Wheat .....	9,055,061.72	28,849,143.34
Cotton .....	7,495,384.08	25,822,322.28
Tobacco .....	2,470,476.77	7,150,233.26
Paper and jute .....	263,016.67	1,473,941.30
Sugar cane and sugar beets .....	3,763,625.11	7,041,524.36

## COLD SPOTS IN LARD.

Cold spots in the rendering tank often cause sour lard. "PORK PACKING," The National Provisioner's latest book, explains the reason for cold spots and tells how to prevent them.

# CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## FUTURE PRICES.

SATURDAY, OCTOBER 20, 1934.				
	Open.	High.	Low.	Close.
LARD—				
Oct. ....				9.32½b
Nov. ....				9.35n
Dec. ....	9.42½	9.42½	9.37½	9.37½b
Jan. ....	9.55	9.55	9.45	9.47½b
May ....	9.82½	9.82½	9.80	9.80ax
CLEAR BELLIES—				
Oct. ....	13.30			13.30ax
Dec. ....				12.60ax
Jan. ....	12.60			12.60ax

MONDAY, OCTOBER 22, 1934.				
	Open.	High.	Low.	Close.
LARD—				
Oct. ....	9.35	9.35	9.30	9.30
Nov. ....				9.35n
Dec. ....	9.37½	9.45	9.37½	9.40b
Jan. ....	9.47½	9.55	9.47½	9.55ax
May ....	9.85	9.85	9.80	9.80b
CLEAR BELLIES—				
Oct. ....	13.30			13.30ax
Dec. ....				12.60ax
Jan. ....	12.60			12.60ax

TUESDAY, OCTOBER 23, 1934.				
	Open.	High.	Low.	Close.
LARD—				
Oct. ....				9.30b
Nov. ....				9.35n
Dec. ....	9.42½-45	9.45	9.37½	9.37½ax
Jan. ....	9.52½-55	9.55	9.50	9.50ax
May ....	9.85	9.85	9.82½	9.82½ax
CLEAR BELLIES—				
Oct. ....				13.30ax
Dec. ....				12.60n
Jan. ....	12.60			12.60b

WEDNESDAY, OCTOBER 24, 1934.				
	Open.	High.	Low.	Close.
LARD—				
Oct. ....	9.32½			9.32½
Nov. ....				9.35n
Dec. ....	9.37½	9.40	9.35	9.40ax
Jan. ....	9.50	9.50	9.45	9.50
May ....	9.85-82½	9.85	9.80	9.85ax
CLEAR BELLIES—				
Oct. ....				13.30ax
Dec. ....				12.57½n
Jan. ....	12.60	12.60	12.57½	12.57½

THURSDAY, OCTOBER 25, 1934.				
	Open.	High.	Low.	Close.
LARD—				
Oct. ....				9.32½ax
Nov. ....				9.35n
Dec. ....	9.37½	9.40	9.35	9.40ax
Jan. ....	9.47½	9.50	9.45	9.50ax
May ....	9.82½	9.82½	9.80	9.80b
CLEAR BELLIES—				
Oct. ....				13.30n
Dec. ....				12.57½n
Jan. ....	12.57½			12.57½ax

FRIDAY, OCTOBER 26, 1934.				
	Open.	High.	Low.	Close.
LARD—				
Oct. ....	9.30	9.30	9.27½	9.27½ax
Nov. ....				9.30n
Dec. ....	9.35	9.37½	9.32½	9.35
Jan. ....	9.47½	9.47½	9.42½	9.45
May ....	9.80			9.80
CLEAR BELLIES—				
Oct. ....				13.30n
Dec. ....	12.50	12.67½	12.50	12.67½b
Jan. ....	12.52½	12.52½	12.50	12.50b

Key: ax, asked; b, bid; n, nom.; —, split.

## CASH PRICES.

Based on actual carlot trading Thursday, October 25, 1934.

### REGULAR HAMS.

Green.		*S. P.	
8-10	13½	13%	
10-12	13½	13%	
12-14	14	13%	
14-16	14½	14	
10-16 range	14		

### BOILING HAMS.

Green.		*S. P.	
16-18	14%	14%	
18-20	15	14%	
20-22	15	14%	
16-22 range	15		

### SKINNED HAMS.

Green.		*S. P.	
10-12	15	14%	
12-14	15	14%	
14-16	15	14%	
16-18	15	14%	
18-20	14	14	
20-22	13	13	
22-24	12½	12½	
24-26	12	12½	
26-30	11½	11½	
30-35	11½	11½	

### PICNICS.

Green.		*S. P.	
4-6	8%	8½	
6-8	8%	8½	
8-10	8½	8½	
10-12	8½	8½	
12-14	8½	8½	
Short Shank ½c over.			

### BELLIES.

(Square cut seedless)			
(S. P. ¼c under D. C.)			
Green.		*D. C.	
8-10	15	15½	
10-12	15	15½	
12-14	15	15½	
14-16	15	15½	
16-18	15	15½	

\*Quotations represent No. 1 new cure.

### D. S. BELLIES.

Clear.		Rib.	
14-16	13%		
16-18	13½		
18-20	13½		
20-25	13½	13½	
25-30	13½	13½	
30-35	13	13	
35-40	13	13	
40-50	13	13	
50-60	12%	12%	

### D. S. FAT BACKS.

Green.			
8-10	12½		
10-12	12½		
12-14	12½		
14-16	13		
16-18	13½		
18-20	13½		
20-25	13½		

### OTHER D. S. MEATS.

Extra Short Clears	35-45	13n	
Extra Short Ribs	35-45	13n	
Regular Plates	6-8	11½	
Clear Plates	4-6	10½	
Jowl Butts		11	
Green Square Jowls		11½	
Green Rough Jowls		11	

### LARD.

Prime Steam, cash		9.50	
Prime Steam, loose		9.50	
Refined, boxed, N. Y.—Export		unquoted	
Neutral, in tierces		11.25	
Raw Leaf		9.50	

## MARGARINE TONNAGE TAXED.

Oleomargarine on which tax was paid during September, as indicated by the monthly sale of internal revenue stamps, was as follows:

	Sept., 1934.	Sept., 1933.
Oleomargarine, colored	65,975	30,162
Oleomargarine, uncolored	27,479,512	23,415,480

## CURING MATERIALS.

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock)		
1 to 4 bbls. delivered		\$9.06
5 or more bbls. delivered		8.88
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated	6.12½	5.90
Small crystals	7.12½	6.90
Medium crystals	7.50	7.25
Large crystals	7.87½	7.65
Dbl. refd. gran. nitrate of soda	3%	8.25
Salt, per ton, in carlots only, f.o.b. Chicago:		
Granulated		\$9.00
Medium, air dried		9.10
Medium, kiln dried		10.60
Detroit rock carlots, per ton, f.o.b. Chicago		6.00

Sugar—		
Raw sugar, 90 basis, f.o.b. New Orleans		@22.94
Second sugar, 90 basis		none
Standard gran., f.o.b. refiners (2%)		@4.65
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%		@4.15
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%		@4.05

## SPICES.

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
Allspice, Prime	6½	8
Resifted	7	8½
Chili Pepper, Fancy		23
Chili Powder, Fancy		23½
Cloves, Ambonya	23	27
Madagascar	15	18
Zanzibar	14½	17½
Garlic, Pure Dehydrated		25
Ginger, Jamaica	20½	23
Cochin	9	12
African	8	10
Mace, Fancy Banda	60	65
East India	58	62
E. I. & W. I. Blend		60
Mustard, Fancy		24
No. 1		24½
No. 2		23
Nutmegs, Fancy Banda		33
East India		18
E. I. & W. I. Blend		16
Onion, Dehydrated		24
Paprika, Extra Fancy		24½
Fancy		24
Medium		22
Hungarian		38
Sweet Red Pepper		29½
Pepper, Cayenne		22½
Red Pepper, No. 1		16½
No. 2		15½
Black Allspice	14½	18
Black Lampong	14	15½
Black Tellicherry	18	17
Black Decorticated		20
White Java Muntok	33	35
White Singapore	32½	34½
White Packers		30

## SEEDS AND HERBS.

	Whole.	Sausage.
Caraway Seed	9½	11½
Celery Seed	50	55
Comino Seed	17½	20
Coriander Morocco, Bleached	8	8½
Coriander Natural (No. 1)	6½	7
Coriander, Natural No. 2	12	14
Mustard Seed, Yellow English	11	13
California	8½	10½
American	8	10
Marjoram, French	87	84
Bay Leaves	11½	14
Oregano	7	9
Sage, Dalmatian Fancy	7	9
Dalmatian No. 1	6½	8½

## ANIMAL OILS.

Prime edible	@12½	
Prime inedible	@9½	
Headlight	@9½	
Prime W. S.	@9½	
Extra W. S.	@9	
Extra lard oil	@8½	
Extra No. 1 lard oil	@8	
No. 1 lard oil	@7½	
Acidless tallow oil	@8½	
20° neatfoot oil	@16½	
Special neatfoot oil	@16	
Extra neatfoot oil	@14	
No. 1 neatfoot oil	@8½	

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## COOPERAGE.

Ash pork barrels, black iron hoops	\$1.40	@1.42½
Oak pork barrels, black iron hoops	1.30	@1.32½
Ash pork barrels, galv. iron hoops	1.47½	@1.50
Oak pork barrels, galv. iron hoops	1.37½	@1.40
White oak ham tierces	2.22½	@2.25
Red oak lard tierces	1.97½	@2.00
White oak lard tierces	2.07½	@2.10

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.



# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

### Carcass Beef.

	Week ended Oct. 25, 1934.	Cor. week, 1933.
Prime native steers—	11 @ 12	11 @ 12
400-600	12 1/2 @ 13	10 1/2 @ 11
600-800	13 1/2 @ 14 1/2	9 1/2 @ 9 1/2
800-1000	13 1/2 @ 14 1/2	9 1/2 @ 9 1/2
Good native steers—		
400-600	11 @ 12	10 @ 11
600-800	12 @ 13	9 1/2 @ 10
800-1000	12 1/2 @ 13 1/2	8 1/2 @ 9 1/2
Medium steers—		
400-600	10 @ 10 1/2	8 1/2 @ 10
600-800	11 @ 12	9 @ 9 1/2
800-1000	12 @ 12 1/2	8 1/2 @ 8 1/2
Heifers, good, 400-600—	11 @ 12	9 1/2 @ 10 1/2
Cows, 400-600	5 @ 7 1/2	5 @ 6
Hind quarters, choice—	18	15
Fore quarters, choice—	10	8 1/2

### Beef Cuts.

Steer loins, prime.....	unquoted	@ 21
Steer loins, No. 1.....		@ 20
Steer loins, No. 2.....		@ 19
Steer short loins, prime.....	unquoted	@ 27
Steer short loins, No. 1.....		@ 25
Steer short loins, No. 2.....		@ 24
Steer loin ends (hips).....		@ 22
Steer loin ends, No. 2.....		@ 21
Cow loins.....		@ 14
Cow short loins.....		@ 17
Cow loin ends (hips).....		@ 18
Steer ribs, prime.....	unquoted	@ 23
Steer ribs, No. 1.....		@ 22
Cow ribs, No. 2.....		@ 10
Cow ribs, No. 3.....		@ 8
Steer rounds, prime.....	unquoted	@ 8
Steer rounds, No. 1.....		@ 11 1/2
Steer rounds, No. 2.....		@ 10 1/2
Steer chucks, prime.....	unquoted	@ 8 1/2
Steer chucks, No. 1.....		@ 8
Cow rounds.....		@ 6
Cow chucks.....		@ 5
Steer plates.....		@ 9
Medium plates.....		@ 4
Briskets, No. 1.....		@ 13
Steer navel ends.....		@ 7
Cow navel ends.....		@ 4 1/2
Fore shanks.....		@ 7
Hind shanks.....		@ 4 1/2
Strip loins, No. 1, bbls.....		@ 40
Strip loins, No. 2.....		@ 35
Sirloin butts, No. 1.....		@ 28
Sirloin butts, No. 2.....		@ 18
Beef tenderloins, No. 1.....		@ 60
Beef tenderloins, No. 2.....		@ 45
Rump butts.....		@ 18
Flank steaks.....		@ 8
Shoulder clods.....		@ 7
Hanging tenderloins.....		@ 5 1/2
Insides, green, 6@8 lbs.....		@ 8 1/2
Outsides, green, 5@6 lbs.....		@ 7
Knuckles, green, 5@6 lbs.....		@ 7

### Beef Products.

Brains (per lb.).....	@ 7	@ 6
Hearts.....	@ 6	@ 5
Tongues.....	@ 16	@ 15
Sweetbreads.....	@ 18	@ 15
Ox-tail, per lb.....	@ 7	@ 7
Fresh tripe, plain.....	@ 4	@ 3 1/2
Fresh tripe, f. C.....	@ 13	@ 12
Livers.....	@ 18	@ 9
Kidneys, per lb.....	@ 8	@ 9

### Veal.

Choice carcass.....	@ 12	@ 11
Good carcass.....	@ 10	@ 9
Good saddles.....	@ 12	@ 11
Good racks.....	@ 9	@ 8
Medium racks.....	@ 5	@ 4

### Veal Products.

Brains, each.....	@ 7	@ 6
Sweetbreads.....	@ 25	@ 25
Calf livers.....	@ 25	@ 25

### Lamb.

Choice lambs.....	@ 14	@ 12
Medium lambs.....	@ 11 1/2	@ 10
Choice saddles.....	@ 17	@ 14
Medium saddles.....	@ 15	@ 12
Choice foresh.....	@ 11	@ 10
Medium foresh.....	@ 10	@ 8
Lamb fries, per lb.....	@ 26	@ 25
Lamb tongues, per lb.....	@ 15	@ 15
Lamb kidneys, per lb.....	@ 15	@ 15

### Mutton.

Heavy sheep.....	@ 4	@ 3
Light sheep.....	@ 7	@ 5
Heavy saddles.....	@ 9	@ 7
Light saddles.....	@ 6	@ 4
Heavy foresh.....	@ 4	@ 2
Light foresh.....	@ 4	@ 2
Mutton legs.....	@ 10	@ 8
Mutton loins.....	@ 8	@ 7
Mutton stew.....	@ 8	@ 6
Sheep tongues, per lb.....	@ 12	@ 9
Sheep heads, each.....	@ 10	@ 8

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.....	@ 15 1/2	@ 16
Picnic shoulders.....	@ 9 1/2	@ 8
Skinned shoulders.....	@ 11	@ 8 1/2
Tenderloins.....	@ 28	@ 20
Spare ribs.....	@ 9 1/2	@ 8
Boston fat.....	@ 12	@ 8
Boston butts.....	@ 13	@ 12
Boneless butts, cellar trim.....	2@4	@ 14
Hocks.....	@ 9	@ 8
Tails.....	@ 8	@ 7
Neck bones.....	@ 3	@ 3
Slip bones.....	@ 9	@ 7
Blade bones.....	@ 10	@ 6
Pigs' feet.....	@ 4	@ 3
Kidneys, per lb.....	@ 7	@ 7
Livers.....	@ 6	@ 5
Brains.....	@ 8	@ 5
Ears.....	@ 5	@ 5
Snouts.....	@ 6	@ 5
Heads.....	@ 6	@ 5

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	@ 25	@ 25
Country style sausage, fresh in links.....	@ 19 1/2	@ 19 1/2
Country style sausage, fresh in bulk.....	@ 16 1/2	@ 16 1/2
Country style sausage, smoked.....	@ 20 1/2	@ 20 1/2
Frankfurts in sheep casings.....	@ 19 1/2	@ 19 1/2
Frankfurts in hog casings.....	@ 17 1/2	@ 17 1/2
Bologna in beef bungs, choice.....	@ 14 1/2	@ 14 1/2
Bologna in beef middles, choice.....	@ 15 1/2	@ 15 1/2
Liver sausage in beef rounds.....	@ 13	@ 13
Smoked liver in hog bungs.....	@ 17 1/2	@ 17 1/2
Liver sausage in hog bungs.....	@ 16 1/2	@ 16 1/2
Head cheese.....	@ 16 1/2	@ 16 1/2
New England luncheon specialty.....	@ 21	@ 21
Minced luncheon specialty, choice.....	@ 15 1/2	@ 15 1/2
Tongue sausage.....	@ 24 1/2	@ 24 1/2
Blood sausage.....	@ 16 1/2	@ 16 1/2
Souse.....	@ 17 1/2	@ 17 1/2
Polish sausage.....	@ 16 1/2	@ 16 1/2

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@ 39	@ 39
Thuringer cervelat.....	@ 37	@ 37
Farmer.....	@ 28	@ 28
Holsteiner.....	@ 27	@ 27
B. C. salami, choice.....	@ 35	@ 35
M. C. salami, choice, in hog bungs.....	@ 36	@ 36
B. C. salami, new condition.....	@ 18	@ 18
Primes, choice, in hog middles.....	@ 33	@ 33
Genoa style salami.....	@ 41	@ 41
Pepperoni.....	@ 30 1/2	@ 30 1/2
Mortadella, new condition.....	@ 19	@ 19
Capicola.....	@ 41	@ 41
Italian style hams.....	@ 36	@ 36
Virginia hams.....	@ 36	@ 36

## SAUSAGE MATERIALS.

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings.....	@ 9	@ 9 1/2
Special lean pork trimmings.....	@ 12	@ 12
Extra lean pork trimmings.....	@ 12	@ 12
Pork cheek meat.....	@ 8	@ 8 1/2
Pork hearts.....	@ 4	@ 4
Pork livers.....	@ 4 1/2	@ 4 1/2
Native boneless bull meat (heavy).....	@ 5 1/2	@ 5 1/2
Shank meat.....	@ 4 1/2	@ 4 1/2
Boneless chucks.....	@ 5 1/2	@ 5 1/2
Beef trimmings.....	@ 4	@ 4
Beef cheeks (trimmed).....	@ 4	@ 4
Dressed canners, 350 lbs. and up.....	4 @ 4 1/2	@ 4 1/2
Dressed cutter cows, 400 lbs. and up.....	4 1/2 @ 4 1/2	@ 4 1/2
Dr. bologna butts, 600 lbs. and up.....	@ 4 1/2	@ 4 1/2
Beef tripe.....	@ 2	@ 2
Pork tongue, canner trim, S.P.....	@ 15 1/2	@ 15 1/2

## SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:		
Domestic rounds, 180 pack.....	@ 25	@ 25
Domestic rounds, 140 pack.....	@ 35	@ 35
Export rounds, wide.....	@ 45	@ 45
Export rounds, medium.....	@ 32	@ 32
Export rounds, narrow.....	@ 42	@ 42
No. 1 wensands.....	@ 05	@ 05
No. 2 wensands.....	@ 08	@ 08
No. 1 bungs.....	@ 11	@ 11
No. 2 bungs.....	@ 8	@ 8
Middles, regular.....	@ 70	@ 70
Middles, select, wide, 2@2 1/2 in. diam.....	1.10	1.10
Middles, select, extra wide, 2 1/2 in. and over.....	1.40	1.40
Dried bladders:		
12-15 in. wide, flat.....	1.05	1.05
10-12 in. wide, flat.....	.90	.90
8-10 in. wide, flat.....	.60	.60
6-8 in. wide, flat.....	.40	.40
Hog casings:		
Narrow, per 100 yds.....	2.45	2.45
Narrow, special, per 100 yds.....	2.10	2.10
Medium, regular.....	1.80	1.80
Wide, per 100 yds.....	2.00	2.00
Extra wide, per 100 yds.....	2.15	2.15
Export bungs.....	.27	.27
Large prime bungs.....	.22	.22
Medium prime bungs.....	.14 1/2	.14 1/2
Small prime bungs.....	.09	.09
Middles, per set.....	.18	.18
Stomachs.....	.08	.08

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate.....	\$5.25	
Large tins, 1 to crate.....	5.75	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate.....	6.25	
Large tins, 1 to crate.....	7.00	
Smoked link sausage in hog casings—		
Small tins, 2 to crate.....	5.50	
Large tins, 1 to crate.....	6.25	

## DRY SALT MEATS.

Clear bellies, 15@20 lbs.....	@ 13 1/2	@ 13 1/2
Clear bellies, 14@16 lbs.....	@ 13 1/2	@ 13 1/2
Rib bellies, 25@30 lbs.....	@ 13	@ 13
Fat backs, 10@12 lbs.....	@ 12 1/2	@ 12 1/2
Fat backs, 14@16 lbs.....	@ 13	@ 13
Regular plates.....	@ 11 1/2	@ 11 1/2
Jowl butts.....	@ 11	@ 11

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	18 1/2 @ 18 1/2	
Fancy sld. hams, 14@16 lbs.....	19 1/2 @ 19 1/2	
Standard reg. hams, 14@16 lbs.....	17 @ 17	
Picnics, 4@8 lbs., short shank.....	12 1/2 @ 12 1/2	
Picnics, 4@8 lbs., long shank.....	11 1/2 @ 11 1/2	
Fancy bacon, 6@8 lbs.....	23 @ 23	
Standard bacon, 6@8 lbs.....	19 1/2 @ 19 1/2	
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.....	21 @ 22	
Outsides, 5@9 lbs.....	17 @ 18	
Knuckles, 5@9 lbs.....	18 @ 19	
Cooked hams, choice, skin on, fattened.....	@ 29 1/2	
Cooked hams, choice, skinned, fattened.....	@ 29 1/2	
Cooked picnics, skin on, fattened.....	@ 20	
Cooked picnics, skinned, fattened.....	@ 21	
Cooked loin roll, smoked.....	@ 34	

## BARRELED PORK AND BEEF.

Mess pork, regular.....	@ 29.00	
Family back pork, 24 to 34 pieces.....	@ 25.00	
Family back pork, 35 to 45 pieces.....	@ 27.00	
Clear back pork, 40 to 50 pieces.....	@ 25.75	
Clear plate pork, 25 to 35 pieces.....	@ 25.00	
Brisket pork.....	@ 29.50	
Bean pork.....	@ 26.50	
Plate beef.....	@ 19.00	
Extra plate beef, 200 lb. bbls.....	@ 19.00	

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$12.00	
Honey comb tripe, 200-lb. bbl.....	15.00	
Pocket honeycomb tripe, 200-lb. bbl.....	18.00	
Pork feet, 200-lb. bbl.....	15.50	
Lamb tongues, short cut, 200-lb. bbl.....	40.00	

## OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	@ 11 1/2	
Nut, 1-lb. cartons, f.o.b. Chicago.....	@ 10	
Puff paste.....	@ 11 1/2	

## LARD.

Prime steam, cash, Bd. Trade.....	@ 89.50	
Prime steam, loose, Bd. Trade.....	@ 9.50	
Refined lard, tierces, f.o.b. Chicago, 10% @ 11.....	@ 11	
Kettle rendered, tierces, f.o.b. Chgo., 11% @ 11 1/2.....	@ 11 1/2	
Leaf, kettle rendered, tierces, f.o.b. Chicago.....	11 1/2 @ 12	
Neutral, in tierces, f.o.b. Chicago.....	11 1/2 @ 12	
Compound, vegetable, tierces, c.a.f.z.....	@ 10 1/2	

## OLEO OIL AND STEARINE.

Extra oleo oil.....	10 1/2 @ 10 1/2	
Prime No. 1 oleo oil.....	9 1/2 @ 10	
Prime No. 2 oleo oil.....	9 1/2 @ 9 1/2	
Prime oleo stearine, edible.....	9 @ 9 1/2	

## TALLOW AND GREASES.

Edible tallow, under 1% acid, 43 titre.....	6 1/2 @ 6 1/2	
Prime packers' tallow.....	5 1/2 @ 5 1/2	
No. 1 tallow, 10% f.f.a.....	4 1/2 @ 4 1/2	
Special tallow.....	4 1/2 @ 5	
Choice white grease.....	5 1/2 @ 5 1/2	
A-White grease.....	4 1/2 @ 5	
B-White grease, maximum 5% acid.....	4 1/2 @ 4 1/2	
Yellow grease, 10@15%.....	4 1/2 @ 4 1/2	
Brown grease, 40% f.f.a.....	4 1/2 @ 4 1/2	

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, prompt.....	7 1/2 @ 7 1/2	
White, deodorized, in bbls., f.o.b. Chgo.....	9 1/2 @ 9 1/2	
Yellow, deodorized.....	9 1/2 @ 9 1/2	
Soap stock, 50% f.f.a., f.o.b.....	2 1/2 nom.	
Corn oil, in tanks, f.o.b. mills.....	7 1/2 @ 7 1/2	
Soya bean oil, f.o.b. mills.....	6.00 @ 6.3	
Cocanut oil, seller's tanks, f.o.b. coast.....	3 @ 3 1/2	
Refined in bbls., f.o.b. Chicago.....	6 1/2 @ 6 1/2	

# RETAIL SECTION

## Building Business from the Back Room to the Front

By JOHN J. STAPP

**C**ONTRARY to the ordinary conception of proper merchandising, the customer at the Iowa Pork Shop, Long Beach, Calif., sees less than half the store! Business is built from the back room to the front, not from front to back. And that is what makes Mr. G. W. Perry, owner, an unusual merchandiser.

The out-of-sight part of his market, while accounting for only about 33 per cent of his gross business, accounts for a much larger slice of his net profit. Further, his back-room merchandising is turning an average of close to 100 per cent gross profit. Surely here is an idea worth investigating; it is a long day when the market can cut that high a figure out of beef, pork, or lamb!

### Meat the Center of Every Meal.

"We take our meats and use them as a springboard into the sale of delicacies. These are fitted into the market, because we believe that the only successful merchandising which the meat market can build must be based on meats. In other words, salads, slaws, and the like must be built around the idea that the meat itself is the center of every meal, and to lose sight of that would place us in direct com-

petition with the delicatessens, 'home-cooked' package shops, carry-home steam table places, etc. But the meat merchant is in an ideal position to have the jump over these places because he has his meat as his basic attraction." Mr. Perry thus pointed out his merchandising program.

Therefore, the center of the Iowa Pork Shop's delicatessen business is meat dishes. There is a large oven in the back room of this establishment. Here are baked meat pies, rabbit pies, chicken pies. Meat for chile is prepared here, of two kinds—ground round, and hamburger. This latter has raised the price of hamburger; simply by cooking and flavoring it and adding it to beans which are also carried.

### Every New Idea Tried Out.

In addition, other meat dishes are prepared in the back room. Whenever Mr. Perry hears of some new delicatessen idea which he can prepare himself, he gives this item a whirl. If it does not sell readily, it is discarded and another substituted. That is the way the market always has new ideas that help to draw in the trade.

This line has proved to be a good traffic builder, and enables the store to

sell a large amount of delicatessen items bought from the packers. Whatever can be purchased from packers is not made in the back room. Mr. Perry has figured costs closely and finds that the superior facilities of the packers make for more economical production. In this day of quick meals, the Iowa Pork Shop has developed an unusual source of business through its meat dishes and a definite customer-tieup, so that they are able to furnish the housewife her complete meal on those busy days when she can't prepare a roast, or other central dish.

"The point of this is that if we are not in a position to hold the customer on her busy days we are going to lose a sale. For she will buy canned vegetables from the grocer and have a vegetable dinner or will buy from the ready-prepared food store. That is why we offer her a line of ready prepared meat dishes in addition to our other delicatessen products," Mr. Perry continued.

### Another Feature.

Unnoticed, but having a powerful effect on trade, is another section of the back part of the store. The cooking quarters are located in a private room, built in one corner. The rest of the room is devoted to cutting. All display-cuts and trimming goes on in this back room, the display platters being then transferred to the cases in the front. That "meaty" smell is thus eliminated, and the customer is not offended by unsightly blocks during cutting hours, Mr. Perry stated.



THE IOWA PORK SHOP AT NIGHT.

Note the type of entrance which gives wonderful opportunities for display; also the rear side door entering the back room.

The storage box is located in a rear corner and has a door leading into the back room and another into the front of the store. There is also a back street-door into the rear room. Thus, customers never see the meat until it is looking its best. All fowl and rabbits are brought into the back room for cleaning, when purchased.

Because of the over-sized space necessary for all these operations, the front of the market is not large for the volume of business done. It should be kept small, according to Mr. Perry's psychology. This for two reasons: The store looks busier and therefore is busier, and overhead is cut down because there is not so much maintenance cost on the out-of-sight part; a few grease spots here do not lead the customer to believe that the shop is untidy.

#### What the Customer Does See.

But that part of the market which is seen by customers is beautifully arranged. The entire length, opposite a side which is all windows, is composed of double-deck, triple-plate glass, full vision cases, loaded with meat and not green trimmings. Over the case hangs a bright awning, behind which are set bright lights. After dark, the store looks like a fire-ball, with a Neon trim around the roof, and 200-watt overheads inside.

The cases and the floor behind have been elevated 7½ inches above the front. Thus, the customer does not have to stoop to peer into the cases. Also, the butchers are up above the customers, and this has a good effect in salesmanship, Mr. Perry said. Further, the customer can not see the floor, and into odd corners behind the cases. Meat, fish, delicatessen, poultry, cleanly arranged—are all that is seen.

Another thing which the customer sees is a unique gummed tape which goes on all packages leaving the shop. Two pigs in red coats, red and black lettering can be spotted along the streets, thus advertising the store. And so it may be seen that only a small part of the shop is open to casual inspection—and that part merchandises the back.

#### MEAT LESSONS AT FOOD SHOW.

Three thousand grocery and meat dealers witnessed a meat merchandising demonstration conducted by a specialist from the National Live Stock and Meat Board at Des Moines, Ia., on October 15. This demonstration and others held daily throughout the week, as well as a meat cooking school conducted by the Board, were high lights of the Des Moines Food Show. Much favorable interest in meat has been created as a result of this effort. In addition, a cooked meat exhibit arranged by the Board received much favorable attention. The Des Moines Food Show is an annual event which attracts visitors from every part of the state.

#### FOOD VALUE CHARTS IN DEMAND

An educational exhibit portraying the food value of meat and other facts in relation to meat and nutrition was featured at the annual convention of the American Dietetics Association held recently at Washington, D. C. This exhibit, arranged and installed by the National Live Stock and Meat Board, was in charge of Miss Anna E. Boller, head of the Board's department of nutrition. Colored "food value" charts on display attracted much attention from dietitians and many requests were received for all available material on meat and nutrition from delegates representing educational institutions and commercial organizations.

#### Retail Meat Prices

Average monthly prices at New York, Chicago, and Kansas City.

Compiled by the U. S. Bureau of Agricultural Economics. Prices in cents per pound (simple average of quotations received).

	CHOICE GRADE. (Mostly Credit and Del. Stores.)			GOOD GRADE. (Mostly Cash and Carry Stores.)		
	New York, Sept. 30.	Chicago, Sept. 30.	Kansas City, Sept. 30.	New York, Sept. 30.	Chicago, Sept. 30.	Kansas City, Sept. 30.
<b>Beef:</b>						
Porterhouse steak...	.53	.44	.47	.44	.39	.33
Steak round...	.43	.37	.36	.37	.33	.33
Top round steak...	.39	...	...	.35	...	...
Bottom round...	.36	...	...	.33	...	...
Round steak, full cut...	.30	.30	...	.28	.28	...
Heel round...	.24	.20	...	.20	.20	...
Flank steak...	.30	.25	.27	.21	.23	.24
Top sirloin...	.38	...	...	.31	...	...
Rump roast, boneless...	.33	.27	.28	.30	.25	.24
Rib roast, 1st 6 ribs...	.33	.28	.27	.29	.24	.20
Blade rib roast...	.24	.25	...	.31	.21	...
Cross rib & top chuck...	.29	...	...	.25	...	...
Arm roast...	.32	.19	...	.19	.18	...
Straight cut chuck...	.24	.22	.18	.20	.19	.17
Corner piece...	.20	...	...	.16	...	...
Thick plate...	.15	.11	...	.12	.11	...
Navels...	.12	.11	.13	.11	.11	.12
Boneless brisket...	.35	.22	.20	.30	.20	.14
Brisket, bone in...	.24	.12	.13	.18	.13	.10
Ground meat...	.25	.18	.16	.19	.15	.15
Boneless stew meat...	.29	.23	.18	.23	.19	.16
<b>Veal:</b>						
Cutlet or steak...	.48	.34	.36	.40	.34	.34
Loin chops...	.39	.28	.32	.33	.20	.33
Rib steak...	.36	.24	.30	.28	.24	.26
Rump roast...	.30	.23	.22	.24	.23	.18
Shoulder chops...	.20	.21	.22	.18	.20	.20
Shoulder roast...	...	.19	.19	...	.17	.17
Boneless shoulder...	...	...	...	...	.22	...
Breast...	.20	.12	.13	.14	.12	.11
Boneless stew...	.32	.22	.19	.24	.20	.19
Liver...	.65	.44	.49	.53	.41	.37
<b>Lamb:</b>						
Loin chops...	.44	.36	.46	.36	.35	.40
Rib chops...	.39	.32	.46	.29	.30	.36
Leg...	.29	.25	.26	.25	.24	.24
Shoulder chops...	.20	.27	.23	.27	.22	.25
Square chuck...	.22	.22	.20	.16	.18	.19
Shoulder roast...	...	...	...	...	...	...
Breast...	.9	.10	.12	.10	.9	.12
Shank and neck...	.9	.14	.12	.10	.12	.12
<b>Pork:</b>						
Center loin chops...	.32	.30	.28	.28	.27	.25
Rib chops...	.32	...	.28	.28	...	.24
End chops...	.24	.22	.23	.20	.19	.20
Fr. hams, whole...	.26	...	.25	.25	...	.23
Fr. shoulders, whole...	.22	...	.18	.21	...	.18
Fr. picnic, whole...	.21	.16	...	.19	.15	...
Boston butts...	.32	.21	.26	.26	.20	.26
Spareribs...	.21	.16	.18	.17	.15	.16
Lard (cartons)...	.18	.13	.16	.15	.14	.15
Sm. hams, whole...	...	...	...	...	...	...
No. 1...	.29	.25	.27	.26	.24	.27
Sm. hams, whole...	...	...	...	...	...	...
No. 2...	.25	.22	.24	.24	.22	...
Sliced hams...	.54	.46	.42	.46	.40	.43
Bacon strip...	...	...	...	...	...	...
No. 1...	.35	.33	.32	.32	.30	.30
Bacon strip, whole...	...	...	...	...	...	...
No. 2...	.29	...	.30	.28	.27	.28
Sliced bacon, No. 1...	.41	.36	.38	.36	.36	.36
Smoked butts...	.34	.31	.30	.32	.30	.34
Smoked picnic...	.17	.18	.18	.16	.17	.20
Corned bellies or pickled pork...	.27	...	.24	.25	...	.22
Sausage meat...	.31	.21	.23	.25	.20	.20
Salt pork...	...	...	...	...	...	...

#### YOU CAN SELL CORNED BEEF.

The corned beef crock and the hamburger machine are two fixtures of a retail meat store which may transform many cuts of meat into dollars, says the Cleveland Message.

However, they must be handled with care. One piece of tainted beef put through the hamburger machine may spoil a pound or two because when frying, the tainted portion contaminates the grease and juices extracted from the meat in the frying pan. The same is true of corned beef. One spoiled, rancid cut may contaminate the brine and then the result is the contamination of every piece in the brine. One mistake of this kind and the patron becomes dissatisfied and stops buying both items.

Corned beef can only be good providing the beef and the brine are both good. Corned beef brine will cure anything but you cannot mix pork, beef and what have you, into one brine and expect the brine to stand up and put out good corned beef.

A little care in the use of these otherwise unsalable meat cuts will mean a profit instead of a loss.

#### NEWS OF THE RETAILERS.

Earl Bretschneider has opened a meat market in the Pfleger building, Hastings, Minn.

The Baldwin meat market, Cresco, Ia., has been sold to Anton Beckman.

Albert Helms, Lamont, Ia., has purchased the Cash and Carry store of F. A. Hasselman in Lamont, Ia.

William Moran has opened a new meat market in the 300 block on Main st., Peoria, Ill.

The Skewis Bros. meat market, one of the oldest business houses in Darlington, Wis., was recently purchased by Ben Edwards.

Carl Wittwer has rented his meat market in Mount Horeb, Wis., to John Koenig who takes possession immediately.

R. L. Wagner has purchased the Logan meat market and grocery, Tomah, Wis.

The Star meat market, 20 N. Main st., Janesville, Wis., operated for several years by Vern Dawley, has been purchased by Robert Curler.

Fred Willhouse, proprietor of a market and grocery for 20 years in Coal Valley, Ill., has sold the business to Frank Goettsch of Davenport, Ia.

Eldon Strandine has opened a meat market at 2306 Central st., Minneapolis, Minn.

L. G. and C. F. Dierking have opened a meat market in Sioux City, Ia.

The Farrell market in Austin, Minn., has been purchased by Guy C. Woodware and Harvey Holzer.

Fred Look will open a meat and grocery business at 1103 W. Oklahoma Ave., Milwaukee, Wis.

A new market has been opened at Eddyville, Ia., by Martin McCombs.

Casselton, N. Dak., has a new meat market opened by J. L. Meilicke.



## NEW YORK NEWS NOTES.

O. E. Young, branch house sales department, Swift & Company, Chicago, was a visitor to New York last week.

Vice President F. A. Benson, Armour and Company, Chicago, is enjoying a well-earned vacation at Woodstock, N. Y.

Robert Caskie, John Reardon Company, Cambridge, Mass., was a visitor at the New York plant of Wilson & Co. last week.

Visitors to Armour and Company, New York, during the past week included A. W. Benson, who represents the company in Cuba, and F. Mulligan of the Boston office.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended October 20, 1934, were as follows: Meat—Brooklyn, 52 lbs.; Man-

hattan, 453 lbs.; Queens, 26 lbs.; total, 531 lbs. Fish—Brooklyn, 18 lbs. Poultry—Manhattan, 85 lbs.

Martin A. Carroll, beef salesman, Wilson & Co., New York, passed away October 18 following a brief illness. Mr. Carroll had been with the company for nearly 30 years and was well-known and highly regarded in meat circles. He is survived by four daughters and three sons, one of whom, Joseph F. Carroll, is connected with Wilson & Co.

The branch house sales organization, Swift & Company, New York territory, gave a testimonial dinner on October 23 to ten retired managers and department heads. T. E. Ray, district manager, presided. The former active members of the company, some of whom were retired several years ago and a few recently, included James Dwyer, Dwight Dudley, John O'Bryne, J. C. Schmidt, W. E. Frost, A. B. Cummings, M. J. McInerney, E. M. Bell, Walter Whiteman and Mago Sheehan.

## PACKER AND FOOD STOCKS.

Price ranges of packers', leather companies', chain stores' and food manufacturers' listed stocks, Oct. 24, 1934, or nearest previous date, with number of shares dealt in during week, and closing prices, Oct. 17, 1934:

	Sales.	High.	Low.	—Close—
	Week ended			Oct. 17.
	Oct. 24.	Oct. 24.	Oct. 24.	Oct. 17.
Amal. Leather. 1,600	3 1/2	3 1/2	3 1/2	4
Do. Pfd. ....	.....	.....	.....	5 1/2
Amer. H. & L. 100	4 1/4	4 1/4	4 1/4	4 1/4
Do. Pfd. ....	800	20 1/2	20 1/2	20 1/2
Amer. Stores. 800	42 1/2	42	42 1/2	42
Armour Ill. 43,500	6 1/4	6 1/4	6 1/4	6 1/4
Do. Pr. Pfd. 12,300	65 1/2	64 1/2	65 1/2	63 1/2
Do. Ill. Pfd. 500	79	76 1/2	79	76 1/2
Do. Del. Pfd. 700	97 1/2	97 1/2	97 1/2	96 1/2
Beechmut Pack. 200	67 1/2	67 1/2	67 1/2	67 1/2
Bohack, H. C. 225	13	12 1/2	13	13
Do. Pfd. ....	20	60	60	45
Chick. Co. Oil. 800	27 1/2	27 1/2	27 1/2	27 1/2
Childs Co. ....	600	5 1/2	5 1/2	5 1/2
Cudahy Pack. 1,600	48 1/2	48	48 1/2	48
First Nat. Strs. 1,000	65 1/2	64 1/2	64 1/2	66
Gen. Foods ... 14,400	32	31 1/2	31 1/2	30 1/2
Gobel Co. ....	5,200	4 1/4	4 1/4	4 1/4
Gr. A. & P. 1st Pfd. 190	128	128	128	127
Do. New ....	170	131	130	130
Hormel, G. A. 150	21	21	21	21
Hygrade Food. 100	3 1/2	3 1/2	3 1/2	3 1/2
Kroger G. & B. 8,700	29 1/2	29 1/2	29 1/2	29 1/2
Libby McNeill. 1,550	6 1/2	6 1/2	6 1/2	6 1/2
McMarr Stores. ....	.....	.....	.....	8 1/2
Mayer, Oscar. ....	.....	.....	.....	1 1/2
Mickelberry Co. 500	1 1/2	1 1/2	1 1/2	1 1/2
M. & H. Pfd. ....	.....	.....	.....	1 1/2
Morrell & Co. ....	800	55	55	55
Nat. Fd. Pd. A. ....	.....	.....	.....	1 1/2
Do. B. ....	.....	.....	.....	1 1/2
Nat. Leather .. 50	1	1	1	1 1/2
Nat. Tea ....	.....	.....	.....	1 1/2
Proc. & Gamb. 4,900	39 1/2	39 1/2	39 1/2	39 1/2
Do. Pr. Pfd. ....	.....	.....	.....	11 1/2
Rath Pack. ....	50	30 1/2	30 1/2	31
Safeway Strs. 3,800	43 1/2	43	43 1/2	44 1/2
Do. 6 1/2 Pfd. 50	98	98	98	98
Do. 7 1/2 Pfd. 50	107 1/2	107 1/2	107 1/2	107 1/2
Stahl Meyer .. 100	3 1/2	3 1/2	3 1/2	3 1/2
Swift & Co. ....	9,950	19 1/2	18 1/2	18 1/2
Do. Intl. ....	2,250	38 1/2	38 1/2	38 1/2
Trunk Fork ....	.....	.....	.....	10 1/2
U. S. Cold Stor. ....	.....	.....	.....	32 1/2
U. S. Leather. 100	9 1/2	9 1/2	9 1/2	9 1/2
Do. A. ....	100	9 1/2	9 1/2	9 1/2
Do. Pr. Pfd. 200	50	47 1/2	50	46
Wesson Oil ....	3,800	28 1/2	27 1/2	28 1/2
Do. Pfd. ....	200	69	69	68 1/2
Wilson & Co. 27,100	7 1/4	7 1/4	7 1/4	7 1/4
Do. A. ....	42,300	28 1/2	28 1/2	28 1/2
Do. Pfd. ....	7,500	91	87 1/2	90 1/2

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Oct. 25, 1934:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (1) (300-500 lbs.):				
Choice .....	\$12.00@13.00	.....	\$12.50@13.50	.....
Good .....	9.50@12.00	.....	10.00@12.00	.....
Medium .....	7.00@9.50	.....	7.00@9.50	.....
Common .....	6.00@7.00	.....	6.00@7.00	.....
STEERS (500-600 lbs.):				
Choice .....	12.00@13.00	.....	12.50@13.50	13.00@14.00
Good .....	9.50@12.00	.....	10.00@12.50	11.00@12.00
Medium .....	7.00@9.50	.....	7.00@9.50	8.00@10.00
Common .....	6.00@7.00	.....	6.00@7.00	6.50@7.50
STEERS (600-700 lbs.):				
Choice .....	12.00@13.00	.....	12.50@13.50	13.00@14.00
Good .....	10.00@12.00	.....	10.50@12.50	11.00@12.00
Medium .....	7.50@10.00	7.50@10.50	7.50@10.00	8.00@10.00
STEERS (700 lbs. up):				
Choice .....	13.00@14.50	13.00@14.00	13.00@14.00	13.00@14.00
Good .....	10.50@13.00	11.00@13.00	10.50@13.00	11.00@12.00
COWS:				
Good .....	6.50@7.00	7.00@7.50	7.00@8.00	7.00@8.00
Medium .....	6.00@6.50	6.50@7.00	6.00@7.00	6.00@7.00
Common .....	5.50@6.00	6.00@6.50	6.00@6.50	5.50@6.00
<b>Fresh Veal and Calf Carcasses:</b>				
VEAL (2):				
Choice .....	10.50@11.50	12.00@13.00	12.00@14.00	.....
Good .....	9.50@10.50	10.50@12.00	10.00@12.00	11.00@13.00
Medium .....	8.00@9.50	8.50@10.50	8.00@10.00	9.00@11.00
Common .....	7.00@8.00	7.50@8.50	7.00@8.00	8.00@9.00
CALF (2) (3):				
Good .....	8.00@8.50	.....	8.50@10.50	.....
Medium .....	7.00@8.00	.....	7.00@8.50	.....
Common .....	6.00@7.00	.....	6.00@7.00	.....
<b>Fresh Lamb and Mutton:</b>				
LAMB (38 lbs. down):				
Choice .....	13.00@13.50	13.50@14.00	13.50@14.00	13.50@14.00
Good .....	11.50@12.50	12.50@13.50	12.50@13.50	13.00@13.50
Medium .....	10.50@11.50	11.50@12.50	12.00@12.50	12.00@12.50
Common .....	10.00@10.50	10.50@11.50	11.50@12.00	11.00@11.50
LAMB (39-45 lbs.):				
Choice .....	13.00@13.50	13.00@14.00	13.00@14.00	13.50@14.00
Good .....	11.50@12.50	12.00@13.00	12.00@13.00	13.00@13.50
Medium .....	10.50@11.50	11.00@12.00	11.50@12.00	12.00@12.50
Common .....	10.00@10.50	10.00@11.00	11.00@11.50	11.00@11.50
LAMB (46-55 lbs.):				
Choice .....	11.00@12.00	11.50@12.50	11.50@12.50	12.00@13.00
Good .....	10.50@11.00	10.50@11.50	10.50@11.50	11.00@12.00
MUTTON (Ewe) (70 lbs. down):				
Good .....	6.00@7.00	6.50@7.00	6.50@7.00	6.50@7.00
Medium .....	5.00@6.00	5.50@6.50	5.50@6.50	6.00@6.50
Common .....	4.00@5.00	4.50@5.50	4.50@5.50	5.00@6.00
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lbs. av. ....	13.50@14.50	15.00@16.00	13.50@15.50	14.00@15.50
10-12 lbs. av. ....	13.50@14.50	15.00@16.00	13.50@15.50	14.00@15.50
12-15 lbs. av. ....	12.50@13.50	14.50@15.00	13.00@14.50	13.50@14.50
16-22 lbs. av. ....	11.00@11.50	13.00@14.00	12.00@13.00	12.50@13.50
SHOULDERS, N. Y. style, skinned:				
8-12 lbs. av. ....	10.00@11.00	.....	11.00@12.50	12.00@13.00
PICNICS:				
6-8 lbs. av. ....	.....	11.50@12.00	.....	.....
BUTTS, Boston style:				
4-8 lbs. av. ....	12.00@13.00	.....	14.00@15.00	13.00@14.50
SPARE RIBS:				
Half sheets. ....	8.50@9.50	.....	.....	.....
TRIMMINGS:				
Regular .....	9.50@10.00	.....	.....	.....
Lean .....	11.00@12.00	.....	.....	.....

(1) Includes helfer 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

## FINANCIAL NOTES

H. C. Bohack Company have declared a regular quarterly dividend of \$1.75 a share on the first preferred stock. This declaration marks a resumption of dividends, the last having been \$1.75 a share paid on Nov. 15, 1933.

The directors of General Foods Corporation declared the regular quarterly dividend of 45 cents a share on the company's no par value common stock. The dividend is payable November 15 to stock of record November 1.

## CHAIN STORE SALES.

Sales of the following foodchains for the first nine months of 1934, with comparisons for the same period last year, are as follows:

	1934.	1933.
Safeway Stores, Inc. ....	\$183,591,201	\$167,216,338
Kroger Groc. & Bak. Co. ....	168,434,418	156,374,624
American Stores Co. ....	84,907,317	80,738,062
First National Stores. ....	81,875,107	78,514,801
National Tea Co. ....	46,437,831	48,290,919
H. C. Bohack Co. ....	22,680,137	21,980,471
Jewel Tea Co. ....	12,878,182	10,641,021

## SAFEMAY PLANS EXPANSION.

More than 100 new Safeway grocery stores in Texas, Oklahoma and Arkansas will be opened in the near future under an expansion program announced by F. O. Burns, president of Safeway Stores of Texas, Inc.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.



## New Scenes . . . New Life

Step into a new picture . . . enjoy a change of environment. You'll like the water on the sun-washed shores of Southern California . . . and particularly at beautiful Coronado Beach where Hotel del Coronado reigns supreme. It's just across the bay from San Diego and 30 minutes by motor to quaint old Mexico.

*A new pictorial booklet free  
upon request.*

**CORONADO BEACH, CALIFORNIA**

### AMONG NEW YORK RETAILERS.

Regular meeting of Eastern District Branch was held at Schwaben Hall, Tuesday, October 23. The new health department regulation placing the responsibility for his employees' health on the employer instead of on the health department was given considerable thought. Now it is entirely up to the employer to see that the employees are immune from disease. It was decided to hold cutting demonstrations at least once a month during the cooler weather and at its next meeting, November 13, a lamb cutting demonstration will be conducted by the members themselves.

The trade was shocked this week to hear of the sudden passing of Julius Simon, an active member of South Brooklyn Branch, on Sunday Oct. 14.

Mr. Simon was ill less than a week with pneumonia. He was in his 50th year and had a market at 858 4th avenue, Brooklyn, for 25 years. He is survived by his widow, two sons and a daughter.

### CIVIL SERVICE EXAMINATIONS.

Announcement is made by the United States Civil Service Commission of open competitive examinations for principal marketing specialist, senior marketing specialist, marketing specialist, associate marketing specialist and assistant marketing specialist.

Applications for the positions named above, for employment under the Bureau of Agricultural Economics, Department of Agriculture, must be on file with the U. S. Civil Service Commission at Washington, D. C., not later

than November 15, 1934.

Salaries range from \$2,600 to \$6,400 a year, subject to a deduction of not to exceed 5 percent during the fiscal year ending June 30, 1935, as a measure of economy, and also to a deduction of 3½ percent toward a retirement annuity.

Separate lists of eligibles will be established under each of a number of commodity specialties, and under general marketing research.

Full information may be obtained from the Secretary of the United States Civil Service Board of Examiners at the post office or custom-house in any city which has a post office of the first or the second class, or from the United States Civil Service Commission, Washington, D. C.



# PEACOCK BRAND

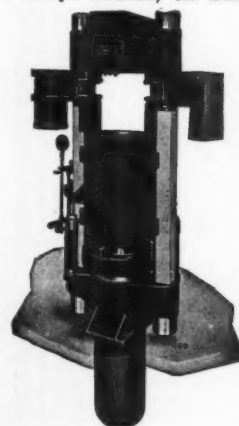
PACKINGHOUSE SPECIALTIES

## QUALITY

IS ALWAYS  
IN STYLE  
WHEN  
YOUR  
SAUSAGE  
AND OTHER  
PROCESSED MEATS  
ARE PREPARED  
WITH  
PEACOCK BRAND  
PRODUCTS

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CHICAGO



## The New FRENCH CURB PRESS

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**MORE GREASE  
Purer GREASE  
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Calf Bag

## STOCKINETTE

**BAGS and TUBING FOR BEEF—LAMB  
HAM—SHEEP—PIGS—CUTS  
CALVES—FRANKS—Etc.**

**E.S. HALSTED & CO., Inc.**

**64 PEARL ST. NEW YORK CITY**

**Joseph Wahlman, Dept. Mgr.**

(Formerly with Armour & Company)

**Makers of Quality Bags Since 1876**

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	6.75@ 7.00
Steers, medium	6.00@ 6.75
Cows, common and medium	2.75@ 3.75
Bulls, good	2.50@ 3.50

## LIVE CALVES.

Vealers, good and choice	8.00@ 9.50
Vealers, medium	5.50@ 7.50
Calves, common	2.50@ 5.00

## LIVE LAMBS.

Lambs, good and choice	6.75@ 7.25
Lambs, medium	6.00@ 6.60
Lambs, common	4.50@ 5.00
Ewes	2.00@ 3.00

## LIVE HOGS.

Hogs, 186 lb. average, good and choice	8.25@ 8.75
Hogs, 230 lbs.	6.75

## DRESSED HOGS.

Hogs, 90-140 lb., good to choice	11.37 1/2 @ 11.50
----------------------------------	-------------------

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy	15 @ 16
Choice, native, light	15 @ 16
Native, common to fair	12 1/2 @ 14

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	14 @ 15
Native choice yearlings, 440@600 lbs.	14 @ 15
Good to choice heifers	13 @ 14
Good to choice cows	11 @ 12
Common to fair cows	9 @ 10
Fresh bologna bulls	7 @ 8

## BEEF CUTS.

	Western.	City.
No. 1 ribs	20 @ 22	22 @ 24
No. 2 ribs	18 @ 20	19 @ 21
No. 3 ribs	15 @ 17	14 @ 17
No. 1 loins	20 @ 26	30 @ 32
No. 2 loins	22 @ 25	25 @ 25
No. 3 loins	18 @ 20	20 @ 20
No. 1 hinds and ribs	15 @ 18	16 @ 19
No. 2 hinds and ribs	13 @ 15	13 1/2 @ 15
No. 1 rounds	14 @ 15	14 @ 15
No. 2 rounds	13 @ 14	13 @ 14
No. 3 rounds	12 @ 13	11 @ 12
No. 1 chucks	13 @ 15	14 @ 15
No. 2 chucks	11 @ 12	13 @ 13 1/2
No. 3 chucks	10 @ 11	11 @ 12
Bolognas	7 @ 8	7 @ 8
Rolls, reg. 4@8 lbs. avg.	22 @ 22	22 @ 23
Rolls, reg. 4@6 lbs. avg.	17 @ 17	17 @ 18
Tenderloins, 4@6 lbs. avg.	50 @ 50	50 @ 60
Tenderloins, 5@6 lbs. avg.	50 @ 50	50 @ 60
Shoulder clods	11 @ 12	11 @ 12

## DRESSED VEAL.

Good	12 @ 13
Medium	10 @ 11
Common	8 @ 9

## DRESSED SHEEP AND LAMBS.

Lambs, prime to choice	13 1/2 @ 14 1/2
Lambs, good	12 1/2 @ 13 1/2
Lambs, medium	11 @ 12
Sheep, good	5 @ 7
Sheep, medium	4 @ 5

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	15 1/2 @ 16
Pork tenderloins, fresh	28 @ 30
Pork tenderloins, frozen	24 @ 25
Shoulders, Western, 10@12 lbs. avg.	12 @ 13
Butts, boneless, Western	17 @ 18
Butts, regular, Western	14 @ 15
Hams, Western, fresh, 10@12 lbs. avg.	14 @ 15
Picnic hams, Western, fresh, 6@8 lbs. average	11 @ 12
Pork trimmings, extra lean	16 @ 17
Pork trimmings, regular, 50% lean	12 @ 13
Spareribs	11 @ 12

## SMOKED MEATS.

Hams, 8@12 lbs. avg.	18 @ 19
Hams, 10@12 lbs. avg.	18 @ 19
Hams, 12@14 lbs. avg.	18 @ 19
Picnics, 4@6 lbs. avg.	13 @ 14
Picnics, 6@8 lbs. avg.	13 @ 14
City pickled bellies, 8@12 lbs. avg.	19 @ 20
Bacon, boneless, Western	24 @ 25
Bacon, boneless, city	24 @ 25
Rollettes, 8@10 lbs. avg.	18 @ 19
Beef tongue, light	23 @ 25
Beef tongue, heavy	25 @ 27

## FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, l. c. trim'd	30c a pound
Sweetbreads, beef	30c a pound
Sweetbreads, veal	60c a pair
Beef kidney	10c a pound
Mutton kidneys	8c each
Livers, beef	27c a pound
Oxtails	14c a pound
Beef hanging tenders	22c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	1.50 per cwt.
Breast fat	2.00 per cwt.
Edible suet	3.50 per cwt.
Inedible suet	2.50 per cwt.

## GREEN CALFSKINS.

	5-9	9-12	12-14	14-18	18 up
Prime No. 1 veals	.08	1.30	1.40	1.45	1.70
Prime No. 2 veals	.07	1.15	1.25	1.30	1.45
Buttermilk No. 1	.00	1.05	1.15	1.20	....
Buttermilk No. 2	.05	.85	1.05	1.10	....
Branded grubby	.04	.65	.75	.80	.90
Number 3	.04	.65	.75	.80	.90

## BUTTER.

Creamery, extras (92 score)	27 1/2 @
Creamery, firsts (91 score)	26 1/2 @
Centralized (90 score)	26 @

## EGGS.

### (Mixed Colors.)

Special packs or hennerly selections	27 @ 34
Standards	26 1/2 @
Firsts	23 1/2 @ 24

## LIVE POULTRY.

Fowls, colored, via express	17 @
Leghorns	12 @ 14
Chickens, Rocks	14 @ 10

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—	
Western, 60 to 65 lbs. to dozen, lb.	14 @ 19
Western, 48 to 54 lbs. to dozen, lb.	12 @ 17
Western, 43 to 47 lbs. to dozen, lb.	11 @ 16
Western, 36 to 42 lbs. to dozen, lb.	10 @ 15
Western, 30 to 35 lbs. to dozen, lb.	9 @ 14

Chickens, fresh:	
Nearby	19 @ 26

Fowls—frozen—12 to box—	
Western, 60 lbs. up	14 @ 19
Western, 60 to 65 lbs. to dozen, lb.	14 @ 19
Western, 55 to 59 lbs. to dozen, lb.	13 @ 15
Western, 48 to 54 lbs. to dozen, lb.	12 @ 17

Ducks—	
Spring, L. I., per lb.	15 @ 17

Squabs—	
Graded, per lb.	28 @ 40

Turkeys, frozen:	
Young toms	24 @ 28
Young hens	20 @ 24

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia, and San Francisco, week ended October 18, 1934:

	October 12	13	15	16	17	18
Chicago	Holiday	25 1/2	25 1/2	26	26 1/2	26 1/2
N. Y.	Holiday	26 1/2	26 1/2	27	27 1/2	27 1/2
Boston	Holiday	27	27	27	27 1/2	27 1/2
Phila.	Holiday	27 1/2	27 1/2	28	28 1/2	28 1/2
San Fran.	Holiday	28 1/2	28 1/2	28 1/2	28 1/2	28 1/2

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

	Holiday	25	24 1/2	24 1/2	25 1/2	25 1/2
Receipts of butter by cities (tubs):						
This week.	Last week.	Last year.	—Since Jan. 1.—	1934.	1933.	

Chicago	35,467	Holiday	47,114	2,635,720	2,951,238
N. Y.	50,820	Holiday	51,376	3,045,986	3,288,589
Boston	17,877	Holiday	13,972	1,079,029	1,058,181
Phila.	16,440	Holiday	13,062	1,020,316	1,054,447

Total	120,604	Holiday	125,524	7,781,061	8,352,455
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Cold storage movement (lbs.):					
In	Out	On hand	Same		
Oct. 17.	Oct. 17.	Oct. 18.	week day		

Chicago	86,814	239,214	36,555,489	53,380,378
N. Y.	70,845	166,009	9,807,697	19,508,223
Boston	9,792	32,925	4,468,407	5,917,722
Phila.	30,840	84,225	3,731,708	3,050,965
Total	198,291	522,373	54,563,301	81,866,288

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: October, 1934, to June, 1935, inclusive	24.00 @
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	2.70 @
Blood, dried, 16% per unit	2.00 @ 10c
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	24.50 @
Fish meal, foreign, 11 1/2% ammonia, 10% B. P. L. c.i.f.	2.00 @ 50c
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.50 @ 10c
Soda nitrate, per net ton: Bulk, Oct. to June, 1935, inclusive	22.10 @
In 200-lb. bags	24.80 @
In 100-lb. bags	25.50 @
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.50 @ 10c
Tankage, unground, 6@10% ammonia, 15% B. P. L. bulk	2.25 @ 10c

### Phosphates.

Foreign bone meal, steamed, \$ and 50 bags, per ton, c.i.f.	23.50 @
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.	26.00 @
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	8.10 @

### Potash Salt.

Manure salt, 30% bulk, per ton	12.90 @
Kalmit, 14% bulk, per ton	8.80 @
Muriate, in bulk, per ton, 40c unit K2O	35.00 @

Sulphate in bags, per ton: Shipment Oct., 1934, to April, 1935.

Dry Rendered Tankage.

50% unground	47 1/2 @
60% ground	46 @

## BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 80.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	55.00 @
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	100.00 @
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	70.00 @
Horns, according to grade	200.00 @

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Oct. 20, 1934, with comparisons:

	Week ended Oct. 20.	Prev. week.	Cor. week.
West. drsd. meats:			
Steers, carcasses	2,965	9,696	9,732
Cows, carcasses	1,040	1,145	735
Bulls, carcasses	356	170	284
Veals, carcasses	12,900	9,854	11,483
Lambs, carcasses	40,817	37,297	30,543
Mutton, carcasses	1,485	2,053	3,226
Beef cuts, lbs.	593,905	388,355	1,101,900
Pork cuts, lb.	2,004,239	1,560,761	2,105,361

Local slaughters:

Cattle	10,434	10,347	10,275
Calves	14,832	14,792	15,876
Hogs	48,610	47,734	46,987
Sheep	69,946	72,507	73,938

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Oct. 20, 1934:

	Week ended Oct. 20.	Prev. week.	Cor. week.
West. drsd. meats:			
Steers, carcasses	2,432	2,507	3,118
Cows, carcasses	2,105	2,332	2,067
Bulls, carcasses	20	24	25
Veals, carcasses	832	756	899
Lambs, carcasses	16,433	18,026	23,890
Mutton, carcasses	838	735	1,735
Pork, lbs.	237,511	171,713	240,496



# The PORK SAUSAGE SEASON is here!



Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Metzwurst), Chili Con Carne, Rouladen, Delicatessen, Wonder Pork Sausage Seasoning, New Deal Lyons Seasoning and Special NEVERFAIL Curing Compound.

Give your customers a treat, give your profits a boost, by using H. J. MAYER Wonder Pork Sausage Seasonings exclusively! Their finer flavor and higher quality insures best results always, produces pork sausage that can't be beat for building profits.

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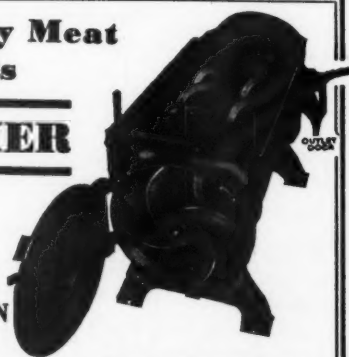


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## KUTMIXER

Write for circular



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## Stockinette on Rounds

Reduce shrinkage and assure delivery of your products in first-class condition by covering them with Wynantskill Stockinette.

We offer Grade A quality — Immediate Service — Lowest Prices on all Stockinette Bags and Tubing.

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LAMB — BACON — FRANK  
and CALF BAGS

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Jos. W. Gates  
131 W. Oakdale Ave.  
Glenside, Pa.  
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# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Men Wanted

### Beef Buyer

Wanted, beef buyer for small Wisconsin city. One experienced in canner cows, cutter cows and bulls. Prefer one who has knowledge of beef boning. State experience and salary expected. W-712, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Operator and Merchandiser

Available at once, pioneer super market and combination food store operator and merchandiser, leasing departments, laying out floor plans. Former organizer and manager of country's largest super markets. Proven record. Free to go anywhere. W-717, The National Provisioner, 300 Madison Ave., New York City.

### Expert Sausagemaker

Will undertake to put your sausage and meat specialties department on profitable basis; remuneration commensurate with results. Would consider profit-sharing arrangement if reasonable possibilities of development exist. Location no object. Please write fully. P. O. Box 425, La Junta, Colorado.

### Superintendent

Sausagemaker, German, 40 years old, with 25 years' experience in all departments, seeks connection with large or medium sized concern located East or West. Knows records and costs. Now superintendent in small plant. Best references. W-719, The National Provisioner, 300 Madison Ave., New York City.

### Sausage Executive

Am qualified to direct and manage all sausage room operations. Expert knowledge of all products, including specialties. Reputation for making quality sausage from any materials. Expert knowledge in figuring costs. Can put your sausage department on money-making basis. W-713, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

## Do You Plan to Make Dog Food?

If so, you need the right advice to keep out of trouble. Expert with practical experience can establish formulas and methods and start production for you. W-620, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Are you looking for a position?  
Let The National Provisioner Want  
Ads. find one for you.

## Plants for Sale or Lease

### Packing Plant

For sale, very complete small packing plant situated in valley of the Great Miami, corn belt of Ohio. Abundant livestock at attractive prices. Hogs about \$1 per head under central markets. Annual capacity 25,000 to 30,000 hogs, 5,000 to 6,000 cattle. Inspection invited. Arthur Allinger, Trustee, Sidney, Ohio.

### Complete Sausage Factory

For sale or rent, complete sausage factory ready to operate. Electric refrigeration, gas smokehouses, dry basement; 50 feet improved, 50 feet vacant. Best location in Chicago Stock Yards district. Good for any food business. Write or call owner, Justus Brunner, 6638 So. Peoria St., Chicago, Ill. Phone: Wentworth 9188.

### Well-equipped Plant

For sale or rent, modern, well-equipped sausage plant in Cleveland. Large cooler space. Principals only. FS-718, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Plants Wanted

### Wanted To Lease

Small packinghouse in Middle West, capacity 800 to 1,000 hogs weekly; government inspection necessary. W-720, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

## Equipment Wanted

### Casing Cleaning Machine

Wanted, used beef casing cleaning machine, direct motor driven. Reply, W-716, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### No. 32 Silent Cutter

Wanted, No. 32 silent cutter, motor and grinder combined; 200 feet of track, and hangers. A. Swanson, North Platte, Nebraska.

## Equipment for Sale

### Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

### Reconstructed Machinery

For sale, No. 43 silent cutter; No. 38 silent cutter; No. 32 silent cutter; No. 27 silent cutter; 1,000-pound mixer; 700-pound mixer; No. 66 grinder; 400-pound stuffer. All thoroughly overhauled. Guaranteed like new. Reply FS-707, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Cooker or Fat Melter

For sale, Allbright-Nell cooker or fat melter, 5 ft. x 12 ft. Complete with 40-H.P. variable-speed motor, vacuum pump, etc. Used for experimental work only. Like new. Cobwell Reduction Co., Inc., Syracuse, N. Y.

### Machinery Bargains

The following machinery for sale at bargain:

- 1 Anco No. 600 Laabs Cooker
- 1 Anderson Cracking Expeller
- 1 Anco 3 x 6 Lard Roll
- 3 Mechanical Mfg. Co. Meat Mixers
- 1 M. & M. Hog
- 1 Lard Filter Press
- 1 Steam Tube Dryer, 6' x 30'
- 5 Cooking Kettles

What idle machinery have you for sale?

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14-19 Park Row, New York City

## Sell Surplus Equipment

The classified columns of THE NATIONAL PROVISIONER offer a quick, resultful method of selling equipment you no longer need at negligible cost. Turn space-wasting old equipment into cash. List the items you wish to dispose of and send them in. THE NATIONAL PROVISIONER classified columns will find a buyer for them.

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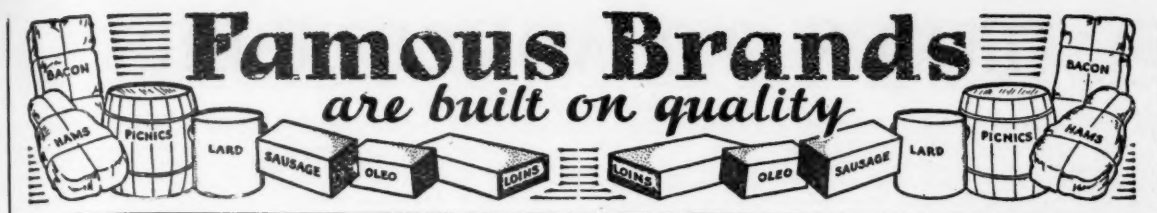
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Tankage, Blood, Bones, Cracklings, Bonemeal,  
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Canned Foods



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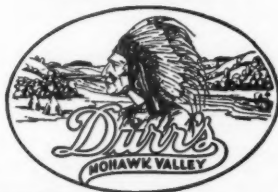


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Bacon  
Lard  
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Manufacturers of



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BACON  
FRANKFURTS  
QUALITY Pork Products That SATISFY

LARD  
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*foods of Unmatched Quality*

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LARD — SAUSAGE  
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PORK PRODUCTS—SINCE 1876  
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Hams—Bacon—Sausages—Lard—Scrapple  
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CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.



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*Straight and mixed cars*

**PORK BEEF LAMB MUTTON VEAL**

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*Straight and Mixed Cars  
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The ANCO Laabs System and Equipment are made to operate at 40 lbs. per square inch internal pressure. Complete sterilization of all products is assured by this pressure period in the Laabs system.

The universal acceptance of this patented system as the most advanced method of rendering edible and inedible products has made Laabs Cookers the foremost in rendering units. They are operating regularly in 19 countries of the world.

## Extra Heavy Construction

The construction of ANCO Modern Sanitary Rendering Cookers has, to a large extent, been responsible for the fact that over 650 ANCO Cookers are in daily operation. These cookers have required a minimum of maintenance and repair costs.

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